JOB DESCRIPTION

Senior Associate – Workflows Solutions Sales

London Stock Exchange Group (LSEG) | Career Stage: Senior Associate

Organisation	London Stock Exchange Group (LSEG)
Function	Sales – Workflows Solutions
Career Stage	Senior Associate

Role Overview

The Senior Associate will drive sales of LSEG's Workflows Solutions by identifying and developing new business opportunities, building trusted relationships with clients and positioning the value of the solutions. The role requires a strong understanding of Indian financial markets and cross-asset products, together with a consultative approach to sales, stakeholder engagement and deal execution.

Key Responsibilities

- Manage sales opportunities from identification through to close, coordinating all contractual, legal and technical requirements.
- Understand and clearly articulate the value proposition, competitive positioning and key selling points of LSEG's Workflows Solutions.
- Engage with clients to understand their requirements, business priorities and strategies, and align proposed solutions with their short- and long-term objectives.
- Generate leads through proactive engagement with key client stakeholders and participation in relevant industry events, seminars and forums.
- Build and develop senior-level client relationships, particularly with C-suite decision-makers, influencers and relevant third parties.
- Demonstrate LSEG services and communicate the strengths and benefits of the solutions to prospective and existing clients.
- Stay informed about product developments, enhancements and roadmaps to ensure accurate and relevant client conversations.
- Plan and prioritise sales activity, ensuring that prospective opportunities and leads are followed up at the appropriate time.
- Build, maintain and manage a pipeline of recurring and outright opportunities; keep CRM records, order information and related updates accurate and current.
- Maintain a strong understanding of competitor activity, propositions and potential threats in the workflows solutions market.
- Work closely with internal business divisions to share meaningful customer feedback and identify opportunities for further client engagement.
- Provide the Sales Director with regular, structured and meaningful updates on sales activity, pipeline progress and customer issues.

Candidate Profile

- A proven track record in product sales, business development or a related client-facing sales role.
- Good cross-asset product knowledge, particularly across Foreign Exchange (FX), Fixed Income, Commodities and Money Markets.

- Excellent understanding of Indian financial markets, market structure and current market trends.
- Demonstrated ability to identify, build and develop relevant relationships with key client stakeholders.
- Strong consultative selling skills, with experience negotiating complex commercial agreements.
- Excellent communication and presentation skills, with the confidence to operate in a high-visibility and demanding environment.
- Ability to manage multiple stakeholders and work towards high-impact change programmes within client organisations.
- A collaborative team player who can work effectively with internal business divisions and external stakeholders.
- Self-motivation, energy, determination and tenacity, with a willingness to put in the extra effort to achieve results.

About LSEG

London Stock Exchange Group (LSEG) is a leading global financial markets infrastructure and data provider. Its purpose is to drive financial stability, empower economies and enable customers to create sustainable growth. LSEG is a global organisation with approximately 25,000 employees across 65 countries.

LSEG's culture is underpinned by the values of Integrity, Partnership, Excellence and Change. The organisation encourages innovation, collaboration, inclusion and continuous improvement, and supports employees through a range of benefits and wellbeing initiatives.

Equal Opportunity

LSEG is an equal opportunities employer. It is committed to creating an inclusive workplace and does not discriminate on the basis of characteristics protected by applicable law. Reasonable accommodations are available in accordance with applicable legal requirements.