

# Colombia Jobs Expertini®

## Sales Executive II

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Company: FIS

Location: Bogotá

Category: other-general

### Position Type :

Full time

### Type Of Hire :

Experienced (relevant combo of work and education)

### Education Desired :

Bachelor's Degree

Are you curious, motivated, and forward-thinking? At FIS you'll have the opportunity to work on some of the most challenging and relevant issues in financial services and technology. Our talented people empower us, and we believe in being part of a team that is open, collaborative, entrepreneurial, passionate and above all fun.

### About The Team

The LATAM Capital Market team is a fast-growing operation, we have increased our sales staff by 30% last year and we want to replicate it in the next few months.

FIS is making a large investment in the Capital Market industry with 2-digit growth in sales in LATAM as results year over year (Buy-side & SellSide). FIS is the largest Fintech in the world however, in Latam, we are acting as a startup offering significant career opportunities in the short/middle terms.

### What You Will Be Doing

As a Sales representative on the Capital Market team, you will develop new accounts, selling solutions specific to the Capital Market industry for Banks, Insurances, Asset managers etc... You will be responsible for soliciting new prospects, targeting new opportunities, and presenting proposals to potential clients.

### **You Will Also Be Responsible For**

Initiating contact with prospective customers to sell targeted FIS products and/or services.

Demonstrating product knowledge including various solutions, markets, and competitive intelligence.

Negotiating, structuring, and closing deals that meet customer expectations and FIS's ability to deliver.

Assisting in the development of sales plans and strategies.

Meeting sales goals and objectives.

### **What You Bring**

General knowledge of financial and/or payment solutions technology including systems, applications, and banking practices.

Strong negotiation and communication skills.

Solid decision-making and problem-solving skills.

Proven track record of sales success.

Experience in the Capital Market industry.

Bilingual-Spanish and English. Portuguese is a plus.

### **Added Bonus If You Have**

Knowledge of related solutions.

Experience selling into industries such as Insurance, risk management and Investments

banking.

Big 4 or consultant background for insurance companies.

5+ years of sales experience.

### **What We Offer You**

Competitive salary and excellent bonus potential

Attractive benefits including private medical cover, dental cover, and travel insurance

Training across core financial, sales and FIS solutions

The chance to work on some of the most challenging, relevant issues in financial services & technology

Time to support charities and give back in your community

A work environment built on collaboration, flexibility and respect

### **Privacy Statement**

FIS is committed to protecting the privacy and security of all personal information that we process in order to provide services to our clients. For specific information on how FIS protects personal information online, please see the .

### **Sourcing Model**

Recruitment at FIS works primarily on a direct sourcing model; a relatively small portion of our hiring is through recruitment agencies. FIS does not accept resumes from recruitment agencies which are not on the preferred supplier list and is not responsible for any related fees for resumes submitted to job postings, our employees, or any other part of our company.

#pridepass

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## Cross References and Citations:

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