

Sales/Business Development Executive

Modelshop is looking for a sales/business development executive to join our leadership team to help capitalize on our opportunity in automated decisioning for financial services. This role will be the #2 position in the company designed to complement a highly technical CEO/Founder and will include a compelling equity position.

The right candidate will be an enterprise software sales executive who has successfully brought new products to market as part of a startup or an established but innovative software company. The role will require skills in sales, marketing and business development and will be responsible for all go-to-market aspects of the company.

Experience with risk management, investment analytics, lending, regulatory compliance or similar financial services disciplines is essential for the role. Since Modelshop can address a wide variety of solutions the candidate does not need to be a specialist in any area but must be conversant in most.

Effectively driving the go-to-market for Modelshop will require the following skills or experience:

- Go-to-market
 - Developing targeted go-to-market strategies for multiple segments
 - Refining solution value proposition, personas and buying triggers
 - Working with a marcom team to deliver compelling messaging
 - Identify and manage targeted industry conferences, briefings and press
- Sales
 - Direct third party or advisory lead generation resources to build pipeline
 - Manage a quantitative sales and revenue pipeline
 - Navigate complex client organizations to find stakeholders and budget
 - Conduct sales conversations with both business and IT stakeholders
 - Influence senior executive director and C-level banking executives
 - Negotiate contracts and pricing models
 - Close deals

The platform represents a unique alternative to traditional vendor or in-house analytic decision systems, thus the candidate will need to be adept at finding funded business initiatives and helping stakeholders create a strategic agenda for our innovative platform.

We have created a strong pipeline for a young company and we are looking for the talent to capitalize on the opportunity. The right candidate will be entrepreneurial, self-directed, creative, technical and focused on building long-lasting customer relationships. They will also be great at managing a sales pipeline.

If you have a strong interest in data and financial analysis, are highly effective at selling a product vision and would like to be part of a promising new FinTech startup, this role could provide an ideal opportunity to impact the industry and be an essential part of a high-growth business.

Modelshop is headquartered in Newark, NJ and will retain a sales office in NYC. The right candidate would have the flexibility to be based out of either location.

About Modelshop

Modelshop is a platform that empowers financial institutions to create automated analytic decision engines an order of magnitude faster than traditional software development. We have successfully created powerful real-time solutions in lending, portfolio management, fraud detection and investment services.

Modelshop is a seed funded start-up with an innovative and collaborative team environment. We believe our platform has the potential change financial services and we are looking for employees who share our vision and energy. Modelshop's compensation approach is competitive on base salary, commission and benefits, and leverages equity to deliver substantial potential upside for the very best talent.

Employment inquiries: tomtobin@modelshop.com or 973-619-5466 (Tom Tobin, CEO)

Learn more about Modelshop at: www.modelshop.com