



Smart Trade Technologies, a software company providing Multi Asset End-to-End Trading Solutions to financial institutions. Our clients are mainly investment banks, stock exchanges and other legal entities of financial transaction, brokers and hedge funds.

Join us to integrate an international company with over 150 professionals located in Tokyo, New York, London, Singapore, Aix-en-Provence and Tunis. You will contribute to the ambitious development of the company.

We are looking for a Pre-Sales Engineer to join its highly skilled New York team.

Position summary:

Based in our New York office, this position will focus on actively driving and managing the technology evaluation stage of the sales process, ensuring that proposed deals include technical solutions that accurately address customer needs. Reporting to the Global Head of Sales, who is based in London, and interacting with international sales and pre-sales, professional services, product management and other team members, this is an exciting opportunity for someone looking to enhance their career within a market leading organization.

Responsibilities:

- Act as the sales team's technical reference point during sales projects
- Represent the technical aspects of how the Company's products solve specific customer problems
- Perform technical presentations of the smartTrade solutions to the Company's growing number of prospects
- Use the demonstration script for the smartTrade product family
- Act as a liaison to ensure that clients' specific requirements are successfully conveyed to the local R&D team as well as the R&D team in France
- Provide for the smooth delivery of the Company's technology to its clients
- Analyse, interpret and synthesize customer demands to better understand, anticipate and meet their needs
- Assist in the design of custom-made applications of other products and also refine and enhance demonstration materials to reflect the latest product developments
- Provide training and produce support material for other members of the sales team
- Support marketing activities by attending trade shows, conferences and other industry events along with the sales team
- Travel required

Position Requirements:

- Bachelor's degree or higher
- Strong phone, interpersonal and communication skills
- Excellent organizational and time management skills
- Outstanding work ethic
- Analytical and problem-solving abilities with attention to detail
- Good verbal and written communication skills - particularly in a client/support role where trust and professionalism are key
- Responsible for taking ownership of customer issues, focusing on providing them with the most advantageous solutions
- Use of initiative - anticipating requirements and pro-actively seeking ways to add value for customers
- Passionate about delivering high quality service to customers, with focus on continuous improvement
- Fluent in English; other languages would be an advantage

Benefits:

- Compensation: competitive according to experience + health plan

www.smart-trade.net

Contact Us: recruitment@smart-trade.net