

Existing JOB DESCRIPTION

Director, Sales (Mortgage segment)

Overview: The Director, Sales (Mortgage segment) reports to the Managing Director, Head of Sales & Product Development, and is responsible for driving adoption of Eris SOFR Swap futures within the mortgage segment. Working remotely (with some travel), she/he will join a collaborative sales team focused on accelerating product adoption through direct outreach, attending conferences and creating marketing deliverables. The successful candidate will have experience in the secondary mortgage market, bringing an existing network of contacts. She/he will have a history of driving sales outcomes, following up meticulously and thriving in an entrepreneurial environment where self-starters work independently and collaboratively in teams.

Responsibilities

1. Direct Sales: Identify, pursue and convert prospective end users of Eris SOFR Swap futures through direct engagement, often alongside third-party channel partners
 - a. Focus on clients in the mortgage sector (lending, origination, refinance, retention), including bank and non-bank financial institutions
 - b. In-person interactions, conferences, video meetings, e-mail, and phone calls
2. Relationship management: Nurture ongoing relationships with clients who use Eris SOFR
3. Third-party Providers: Identify, pursue and convert providers of valuation, risk management and/or hedging systems used by clients and prospective clients
4. Marketing support: Launch campaigns and help design marketing materials that will pique the interest of mortgage targets

Experience and characteristics

1. Requirement: Secondary mortgage market experience. Must bring existing knowledge and network.
 - a. Not for entry-level candidates
 - b. Not for candidates whose experience is focused solely on financial futures
 - c. Must have knowledge of hedging and interest rate risk management
2. Sales-first personality: Outgoing, lively conversationalist, someone others want to be around even when they know you're selling something. Dogged determination and relentless sales mentality.
3. Self-motivated, organized, detail-oriented: Follow up meticulously, maintaining a pipeline of clients at all stages of the adoption process
4. Team orientation, frequent communication, documentation of sales call activity
5. Ability to create sales and marketing deliverables

Location: Remote (based in continental United States)

Travel: As-needed, perhaps 6-8 trips per year, to participate in conferences and visit customers

Compensation: Competitive salary. Paid time off. 401k. Insurance benefits.

Application process: Email careers@erisfutures.com with resume/CV as attachment.

