



Senior Account Executive New York

Interested in a career that bridges the gap between Mergers & Acquisitions and Technology? Sutton Place Strategies (SPS), an award-winning, deal sourcing intelligence provider for the M&A deal community, is seeking a **Senior Account Executive (SAE)**. This is an opportunity to join a growing company of talented and motivated individuals, unified in the common goal of exceeding our client's expectations.

Mission

The SPS SAE is tasked with identifying and developing relationships with potential clients in the M&A community, and will identify their unique needs and challenges, and drive adoption of SPS's solution. The SAE will collaborate with other teams at SPS to ensure a seamless on-boarding process, and use insights from client feedback to improve our service and offering.

Responsibilities & Objectives

- Work closely with potential clients, demonstrating a consultative approach to directly drive SPS's revenue growth (2 closed deals per month)
- Manage sales pipeline and follow through with presentations, negotiations, and contracts
- Provide strategic analysis and critical thinking as we plan long-term expansion
- Represent SPS at industry events and sales meetings with potential clients
- Develop a deep understanding of the M&A industry and build relationships with key players in the space
- Create and articulate compelling value propositions around the SPS solution
- Conduct ongoing outbound calling and email campaigns

Required Experience

- Have a tenacious desire to generate new business opportunities, build relationships and close business
- Have a deep appreciation and habit of using systematic sales methodologies in organizing your time, focus and business building activities
- Are experienced in full-cycle, solution-selling with B2B SaaS products into financial institutions
- Have a proven track record selling software and/or services to M&A advisors and services providers
- Know how to build trust when communicating across all levels and functions
- Are an articulate, enthusiastic and effective communicator to all audiences
- Are a self-starter with a strong work ethic, with the ability to adapt to rapidly-changing environments
- Are able to work effectively in a small team environment, reporting directly to the CEO
- Know how to use the full stack of CRM and additional sales tools
- Must be willing to travel as needed

Compensation

Based on experience and will consist of base salary, performance bonus, 401K, medical, and comprehensive benefits package. Interested candidates should send their resume and other materials to info@suttonplacestrategies.com

About Sutton Place Strategies, LLC.

Founded in 2009, Sutton Place Strategies is dedicated to helping investors, corporate buyers, lenders, and advisors maximize their business development effectiveness. The firm's core product, the SPS Portal, is the convergence of actionable data with proprietary technology that is designed and dedicated to improving deal sourcing.