

## Sales Professional - Financial Services

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Please email your resume to [hr@trumpetinc.com](mailto:hr@trumpetinc.com) to apply

### About Trumpet, Inc.

Trumpet develops and supports software products for the financial and legal industries. We are a unique team of professionals, in that we love solving problems and enjoy working with our team as much as we do with our clients. We are seeking an Sales Professional who shares our purpose “to help people enjoy the way they work.” If you set the bar high and create “wow” for clients, then we would love to talk to you.

### Position Description

Trumpet is seeking an experienced Sales Professional who has experience working with financial advisors to help improve their efficiency.

In this position, Trumpet is looking for more than a salesperson. We are looking for someone who is well versed in sales process who can address both the technical and business case buyer’s needs. If you have great sales acumen and always seek better ways of addressing clients’ needs, then you’d make a great addition to our team.

### A great fit for this role looks like:

- 10+ years of software/technology sales experience with a minimum of 3 years to the financial services industry (Registered Investment Advisors, Financial Advisors and/or Custodians)
- An extensive network of contacts and relationships with Registered Investment Advisors, Financial Advisors and Custodians
- Enjoys prospecting and hunting for new business
- Great communicator (written, on the phone, in demos, in presentations)
- Demonstrated record of creating and growing revenue
- Strong technical acumen
- A sense of humor
- Enjoys collaboration yet is equally content working independently
- Excellent follow-through and minimally supervised
- Achieves team and individual success

### What are your job responsibilities?

You will sell Trumpet's products and services to financial advisory firms. This is a true 'hunter' position as it entails prospecting, selling and winning new clients. We are looking for someone who is technically savvy and delights in helping people find solutions to their problems. Just as important is a passion for the philosophy of the selling process itself and the desire to help the sales side of the organization grow.

This position has a preferred, but not required, home location of Phoenix, AZ and will require some travel.

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In this role, you will:

#### Sell

- Be accountable for acquiring new business
- Individually prospect, conduct product demos, generate proposals and close sales
- Lead discovery sessions to identify the customer's key needs and pain points
- Manage the forecast, track customer leads and close sales
- Represent Trumpet at industry events
- Develop solid, strategic relationships with key decision makers at targeted accounts

#### Collaborate

- Work closely with Marketing to identify market opportunities
- Work with Management to establish a vibrant sales culture
- Provide ideas for improvement from the "real world" to Customer Service and Development

### What's in it for you?

- We provide a competitive, incentive-based salary plus bonuses
- Trumpet has a great revenue growth outlook, is cash flow positive and well capitalized
- We have a great location in the Ahwatukee area of Phoenix – just off of I-10 and close to biking and hiking in South Mountain
- Benefits include: A benefit fund to use as you wish, a retirement plan with employer match, paid holidays, open vacation policy, continuing education benefit, and quarterly team fun days

### Why work with us?

- Trumpet's customer base is professional, collaborative and engaging
- You will work with a team of enthusiastic and service-oriented people who are dedicated to continuous improvement and innovation
- You will have consistent opportunities for growth, both professionally and personally
- We like to have fun at work - we host quarterly team outings (hiking, laser tag, – help us choose our next event!)
- Relaxed dress code

Please email us at [hr@trumpetinc.com](mailto:hr@trumpetinc.com) with any questions or to submit your resume. Please, no calls about this position.