



OPPORTUNITY: SALES CONSULTANT

Rivel is currently seeking a talented, self-assured **Salesperson** who has flexibility to work remotely as well as in our Westport, CT office as needed. This person will be involved in all aspects of Rivel's burgeoning [CXLign Banking Division](#) and will work to cultivate leads through phone and email marketing campaigns as well as webinars and tradeshow. This position requires someone with strong sales prospecting skills and relationship-building ability. Experience in the banking industry a definite plus.

PRIMARY RESPONSIBILITIES:

- Build relationships with future clients and maintain those
- Work a territory effectively to maximize marketing and sales efforts
- Travel to tradeshow once COVID restrictions ease
- Train with senior consultants to deliver results of Rivel CXLign Banking Benchmarks
- Present client study results to management team and board

REQUIREMENTS:

- A bachelor's degree
- A background in banking, finance and sales
- Excellent written and verbal communication skills
- Strong attention to detail and accuracy
- The ability to communicate effectively with C-Suite executives and board members
- An affinity for conducting in-depth analyses of data
- A strong work ethic and alignment with [Rivel's Core Values](#)
- A gregarious personality and sense of humor

Rivel Research Group is the premiere niche marketing research company focused solely on providing strategic investment community marketing research to publicly traded companies.

Founded in 1991, Rivel is recognized as the leader in objective, unbiased research that utilizes a mix of quantitative and qualitative data as the basis for its C-suite/Board level consulting.

Our rapidly growing client list includes some of the largest publicly traded companies in the world in a wide variety of industries.

CONTACT:

Please email a resume accompanied by a cover letter to:
bsullivan@rivel.com

*Click [here](#) for more info on Rivel
No phone calls please*