

Rivel is currently seeking a talented, self-assured **Junior 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 the firm's [CXLign Banking Division](#) and will work alongside our senior consultants in cultivating leads through phone and email marketing campaigns. This position requires someone with strong sales prospecting skills and relationship-building ability, and offers the potential to manage your own book of business. Experience in the banking industry a definite plus.

PRIMARY RESPONSIBILITIES:

- Generate leads for senior consultants
- Sit in on sales calls with senior consultants
- Develop email and calling campaigns with the marketing manager
- Database maintenance
- Perform other duties as assigned

REQUIREMENTS:

- Bachelor's degree
(Marketing/Communications, Banking Operations and/or Finance coursework a plus)
- Alignment with Rivel's [core values](#)
- Strong attention to detail and accuracy
- Friendly, sincere, enthusiastic
- Sense of humor
- Excellent written and verbal communication skills
- Comfortable interacting with prospects
- Problem solver – strategic, analytical, methodical, organized, detail oriented, time management skills
- Motivated, quick learner
- Proficiency with MS Office (Word, Excel, PPT)

As data-driven management consultants, Rivel helps management teams and boards improve valuation, mitigate risk and drive performance.

Since 1991, Rivel has been advising management teams and boards on how aligning attitudes and behaviors of key stakeholders (Employees, Customers and Shareholders) can make the difference between success and failure in their business.

Our rapidly growing client list includes some of the largest publicly traded companies in the world across all industries.



CONTACT:

Please email a resume accompanied by a cover letter to **Barbara Sullivan** at: bsullivan@rivel.com

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