EQUITY SHIFT

Business Development Associate

Location: Raleigh, NC / Remote

Classification: Full-Time

Company Description: Equity Shift provides next-generation fintech software that makes it easier for private companies to buy, sell, and transfer their securities. Our mission is to give operators (CEO, CFO, Counsel, etc.) enhanced capabilities at all stages of their company's life cycle. Our vision is a private market where everyone has greater freedom of choice. Equity Shift's BITE™ platform is patented and licensed by FINRA (CRD #309841) as a secondary trading marketplace for restricted securities.

We're led by an expert team with 100+ years of relevant experience in software development, capital markets, corporate transactions, banking, and securities law. This is an opportunity to gain direct access to the world of private equity and work alongside leaders of the $100B+ (and growing) annualized secondaries market.

Job Description: Business Development Associates work closely with team leaders to manage critical aspects of the sales process, which include identifying and initiating new leads (private companies), securing meetings with prospects, delivering sales presentations, qualifying opportunities, and closing new business.

The ideal candidate will have experience developing new business and preferably a background in finance and/or software. Series 7 licensing (or the willingness to become licensed) is strongly encouraged and unlocks uncapped earnings potential. We offer unlimited personal and professional growth, including the ability to become a manager, director, or even head of sales at Equity Shift.

What You'll Do (Job Requirements):

- Identify and qualify key decision-makers (typically CEO, CFO, and Counsel).
- Schedule appointments with key decision-makers to advance opportunities.
- Conduct qualification calls to identify client needs by asking probing questions.
- Understand the prospect's needs and communicate our value proposition.
- Categorize qualified opportunities and schedule product demonstrations.
- Assist with contract, closing, and client hand-off to the Onboarding team.

What You'll Need (Key Skills):

- Self-starter attitude: Ability to learn in a fast-paced environment.
- Proven success achieving sales goals selling to C-Level executives.
- Ability to source, qualify, and develop new sales opportunities.
- Ability to quickly build credibility with an executive-level audience.
- Excellent presentation, communication, and relationship building skills.
- Ability to quickly diagnose prospect needs and build rapport through a consultative approach that emphasizes features of our software.
- Highly organized with experience nurturing multiple opportunities simultaneously and closing the business.

Desired Education and Experience:

- Bachelor's degree from an accredited institution.
- FINRA Series 7 licensing is required.
- Previous experience selling regulated products.

What We Offer (Compensation):

- Market competitive base salary and OTE upside.
- Transactional revenue sharing for the lifetime of your customer accounts.
- Flexible location and working hours.
- Competitive vacation and holiday schedule.
- Full employee healthcare benefits.

Equity Shift is an equal opportunity employer and is committed to providing a positive interview experience for every candidate. As a company we value diversity, inclusion, and equal access to life-changing opportunities. Every day we work to exhibit fairness, helpfulness, transparency and leadership in our community. We build our teams around these values.

Please email careers@equityshift.com to start your next step with Equity Shift.