

GTM Sales Specialist

Location: Remote

About Theta Data

Theta Data is a rapidly growing company founded in 2022 by Bailey Danseglio. Our mission is to provide the world with efficient access to stock, options, and index data, in a format that is easy to consume and analyze. We believe that exchange data should be available to everyone, not just firms with big bank accounts. Theta Data's market data service delivers stock, options, and index data to any server or desktop through an easy-to-use REST API, or real-time data via WebSockets. Come join us in bringing market data to all!

Job Description

We are seeking a highly motivated and results-oriented GTM Sales Specialist to join our dynamic sales team. In this role, you will be responsible for driving revenue growth by identifying, qualifying, and closing new business opportunities. You will play a critical role in developing and executing go-to-market strategies for our innovative products and services. You will be helping to lead our sales team into new product markets and geographies.

Responsibilities

- Develop and execute GTM strategies for assigned product lines or market segments.
- Identify, qualify, and pursue new business opportunities through various channels (e.g., direct sales, channel partners, online marketing).
- Build and maintain strong relationships with key decision-makers at prospective clients.
- Conduct product demonstrations and presentations to showcase the value proposition of our offerings.
- Negotiate and close deals that meet or exceed revenue targets.
- Accurately forecast sales activity and track key performance indicators (KPIs).
- Stay abreast of finance industry trends and competitor activities.
- Continuously improve sales processes and methodologies.

Essential Qualifications

- Proven track record of success in a GTM sales role, with a strong emphasis on new business development.
- Experience selling complex products or services to enterprise clients.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving skills.
- Ability to work independently and as part of a team.
- Highly motivated and results-oriented with a strong work ethic.
- Proficiency in CRM and sales automation tools.

Preferred Skills

- Experience selling into or working in the finance industry.
- Knowledge of the markets, and how they operate.

To Apply

Please submit your resume and cover letter to bill@thetadata.net with a subject of: [Job Application]: GTM Sales Specialist

Equal Opportunity Employer

We are an equal opportunity employer. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.