



OPPORTUNITY: SALES CONSULTANT

Rivel Research Group, a rapidly growing valuation, risk and communications consultancy is currently seeking a self-assured, motivated and highly ethical sales professional to join our powerful business development team at our Westport, CT location. The position requires strong sales prospecting and relationship-building ability, demonstrated by at least three years' experience, preferably in the financial services or investor relations field or other related area. We offer very competitive compensation and benefits.

PRIMARY RESPONSIBILITIES:

- Build relationships with future clients and maintain those
- Work a territory effectively to maximize marketing and sales efforts
- Travel quarterly to meet with clients and prospects
- Train with senior consultants to deliver results of Rivel products and services
- Present client study results to management team and board

REQUIREMENTS:

- A bachelor's degree
- A background in 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 the desire to work in groups
- 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 [Brian Rivel](#)

Click [here](#) for more info on Rivel

No phone calls please

