



## Account Executive

### Position Description

Ethos is cutting-edge fintech software that enables investors to align money with causes they care about. For the first time investors have access to reliable, transparent, meaningful information about the impact of their investments. At Ethos we are committed to creating a workplace that embraces diversity and transparency. Learn more about us at [www.ethosesg.com](http://www.ethosesg.com).

*Ethos - the characteristic spirit of a culture, era, or community as manifested in its beliefs and aspirations.*

### Responsibilities:

Use your talents to bring great ESG investment solutions to the market.

- Facilitate and grow relationships with Asset and Fund Managers
- Position Ethos' Asset and Fund Manager solutions
- Demonstrate Ethos software solutions
- Actively and consistently support all efforts to simplify and enhance the customer experience
- Conduct sales needs analysis with new and prospective customers, including the development of client-centric product solutions
- Responsible for achieving agreed to revenue targets
- Design, develop, and deliver sales proposals and presentations on product benefits
- Self-generate leads by contacting prospective clients using the best available means
- Maintain sales databases (CRM) necessary to report sales activity and customer information
- Work across teams at Ethos to provide a great client experience

### Salary and Benefits

- Competitive salary and commission
- Sales targets to be determined
- Flexible working hours
- Employee stock ownership



- Hybrid or fully-remote work environment
- Medical, dental, vision, and disability Insurance
- 401k savings

## **Qualifications**

- Experience in the investment services industry
- Existing industry contacts
- Demonstrated networking and negotiation skills
- Verbal, written, and interpersonal communication skills
- Comfortable using and demonstrating software
- Ability to multitask and work efficiently and effectively to meet required deadlines
- Ability to learn quickly and apply that knowledge
- Ability to work in a team environment

Submit your updated LinkedIn profile, or resume to:

[careers@ethosesg.com](mailto:careers@ethosesg.com)

Ethos | Minneapolis MN