



Nordic Growth Market is growing and is looking for a Senior Equity Sales Manager!

About us

Nordic Growth Market (NGM) is a leading Nordic regulated exchange with more than 35 years' experience as a dedicated partner for Nordic growth (SME) companies. Through our marketplaces in Sweden, Denmark, Finland and Norway we offer trading in more than 40 000 different instruments such as equities, bonds, AIF's and derivatives. NGM is a wholly owned subsidiary of Börse Stuttgart which enables our companies with a gateway to Europe.

To claim our position and to be perceived as the preferred partner for growth companies, we have over the years tailored and fine-tuned a customer offering that facilitates access to growth capital.

We are a dedicated team, and our work environment is open, innovative and entrepreneurial, reflecting the companies and entrepreneurs as well as the people we want to attract.

We are a dedicated partner to our listed companies and have a service-oriented culture that demands drive, agility and the desire to move quickly to seize opportunities in close co-operation with people across our organization.

We are growing and are now looking for a Senior Equity Sales Manager who will thrive in this environment to join our Equity Sales team in Stockholm. We are looking for a talented and driven marketing and sales professional with a desire to accelerate growth.

Your role and responsibilities

This is a senior sales role focused on building relationships with and attracting growth companies to list their shares on NGM.

The ideal candidate will have proven track record of lead generation and sales execution and have a large and relevant network among advisors, investors and SME companies in Sweden. You are customer oriented, with the ability to meet and manage multiple priorities, effectively manage and grow a sales pipeline and demonstrate a record of growing business results over the long term.

- Your key responsibility is to develop and maintain a growing sales pipeline by identifying and converting leads into listings
- You are expected to prospect for new listings through research, networking, general referrals and cold calling thereby generating a growing lead pipeline
- You are expected to build and promote strong long-lasting relationship with advisors, investors and growth companies and to maintain our high-quality service standards
- You are expected to effectively guide companies through the listing process (pre-sale through post-sale) and manage the entire sales process from targeting and qualifying leads to closing sales and participate in the listing process until the company goes public
- You will assist our Head of Equity in the creation and execution of marketing strategy and sales plans

We expect you to have

To be successful and thrive in this role, we believe that you have 5-7 years of experience in a senior sales role within the financial services market, possibly more.

- Experience required: at least 5 years of B2B sales and relationship-building experience, selling into the C-Suite
- Excellent knowledge about the financial and equity markets, understanding growth companies' specific needs
- Existing relationships with advisors and investors, ability to navigate the customer organization and identify key decision makers
- Excellent communication and presentation skills (verbal & written); strong interpersonal skills; extensive experience developing and executing on sales plans
- Ability to inspire confidence and create trust
- Ability to get things done and a go-getter that sees and grabs opportunities
- Ability to collaborate with colleagues and partners
- A bachelor's or master's degree in a relevant discipline
- Fluent English and Swedish language skill

We offer you

- If you thrive working in a professional environment interacting with high-caliber colleagues, partners and customers, NGM is the right place for you!
- NGM is on a continuous growth journey, and you will be an integral part of our senior equity sales team in Stockholm
- At NGM, we pride ourselves on being an agile organization and our values and work climate is characterized by a strong commitment and a very high service level
- If you are the right person for this job, you are given a unique opportunity to make a change by offering Nordic growth companies and our partners the best possible listing experience
- We offer market-based salary and benefits that match the skills and experience of the candidate. We also offer the possibility to work up to 50% from home.
- We look forward to your application!

Contact and further questions

You are welcome to contact:

Anders Isakson (Head of Equity and responsible for this recruitment) on 072-553 83 03, alternatively anders.isakson@ngm.se

HR-assistant: Shane Svensson on 072-071 55 94, alternatively shane.svensson@ngm.se