Sales Consultant

The Company

behave was incorporated in 2012. We are the provider of the *behave* Apps distributed through the 320,000 Bloomberg Professional Terminals.
We exploit various risk factors mainly based on behavioral finance in worldwide equity markets. Our software is used by equity fund managers, portfolio managers and traders. We are ranked in the top quant providers worldwide by Investars on the US equity market.

Today, we are developing a new stand-alone platform using AI and machine learning models to identify investment styles that are expected to be rewarded by the market.

Your Mission

You will work with the CEO and the Sales Manager to schedule meetings with asset managers in order to introduce our services. Using existing contacts or cold calling, you will set up meetings and travel all over Europe to meet portfolio and fund managers. You will work on exploiting various forms of digital marketing and distribution channels. Also, you will have the opportunity to provide clients and prospects with first class advice on how to use our new platform at its best. You will help them build their models, and become an expert in generating alpha from various type of factors, and use AI, machine learning and other statistical models to achieve their goals. As your client base develops, you will then decide to focus on either sales or consulting.

Your Profile

- Recent Master degree in finance related fields or marketing
- Speak English and French. German is a plus
- Excellent analytical, reasoning and problem-solving abilities. Attention to detail
- People oriented: this is sales and consulting
- Motivated, hard-working, start-up spirit!

We offer an attractive package, including equity, and the opportunity to join a young company in a dynamic work place.

Send your resume at recrutement@behave.lu.