

Posted April 17, 2019 by [AboutBlackBostonOnline](#)

Bank and Financial Institution Focused Salesperson

The Debt Exchange, Inc. (“DebtX”) is the largest full-service loan sale advisor and loan analytics provider in the country, servicing commercial banks, insurance companies, investment banks, debt funds and other financial institutions. DebtX provides a creative and comfortable work environment and the exciting opportunity to be part of a fast-paced growing company.

DebtX is seeking a sales associate to develop relationships with banking and insurance customers, and source qualified prospects for loan valuation and analytics services.

The ideal candidate must have a working knowledge of financial modeling as well as a willingness to prospect and cold call potential customers. The candidate will be responsible for overseeing all aspects of customer relationships, evaluating potential transactions and potentially negotiating engagement terms.

The ideal candidate will be results oriented, work with a sense of urgency, and think creatively to develop and close opportunities. Candidates must have 2 years’ experience in financial sales or sales support.

Travel required.

In joining our team, you'll enjoy great benefits, a creative work environment, and the exciting opportunity to be part of a fast-paced and growing company. DebtX provides a competitive salary and generous benefit package, which includes medical & dental, long-term health care insurance, life insurance, long & short-term disability, paid vacation, sick time and holidays, and a 401K retirement plan with a company match.

HOW TO APPLY

Submit your resume today and become part of a fantastic company!

Email DebtX-DbtX0993@applications.recruiterbox.com

Online <https://debtX.recruiterbox.com/jobs/fk0jchy>

Please include a cover letter with your resume.

As an equal opportunity employer, The Debt Exchange, Inc. is committed to a diverse workforce and is also committed to a barrier-free employment process. If you are an individual with a disability and need an accommodation or alternative method to submit an application, please contact us by calling 617-531-3434 or emailing CandidateAccommodation@debtX.com.

This position is located in our Boston, MA headquarters.

Local candidates only, please.

Posted April 17, 2019 by [AboutBlackBostonOnline](#)

It is the policy of The Debt Exchange, Inc. to afford equal employment opportunity to all qualified persons regardless of race, color, religion, national origin, genetic information, age, military status, protected veteran status, sexual orientation, disability status, gender or any other characteristic protected by federal or state law.