

Job Title: Business Development Representative - Outbound (Full-Time)

Location: Hybrid, New York City (Midtown)

The Company: IMTC

IMTC is a New York City-based fintech company revolutionizing fixed income portfolio management. Its cloud-native platform equips investors managing portfolios for retail and institutional clients with advanced optimization and automation tools, streamlining complex workflows and enabling teams to focus on strategic, high-value decisions.

IMTC brings long-awaited change to fixed income workflows. The platform enables customization on a massive scale allowing firms to grow their businesses and launch new products. By automating manual processes and optimizing decision-making, IMTC helps clients achieve faster, more accurate, and more compliant investment decisions across portfolios, simultaneously.

IMTC provides end-to-end functionality for fixed income teams, including portfolio construction, order management, analytics, reporting, compliance, risk, and live pricing. With managed data services and a broad network of integrations, IMTC centralizes data from leading providers to ensure seamless connectivity. As the only cloud-native platform dedicated to fixed income, IMTC offers unmatched flexibility, scalability, and innovation.

IMTC serves many of the leading asset managers, Trust companies, RIAs, Broker-Dealers, and ETF providers across the U.S. This is a hybrid role with at least two days a week in the NYC office required.

The Opportunity:

IMTC is seeking a motivated and results-driven professional to join our Sales team as a Business Development Representative (BDR). In this role, you will be on the front lines of our growth strategy, identifying and engaging prospective clients in the fixed income investment management space. You'll play a critical role in building IMTC's pipeline by conducting targeted outreach, qualifying leads, and setting meetings for our Account Executive team.

This position is ideal for someone who has experienced a sales training program, is eager to apply their skills in a high-growth fintech environment, and is passionate about the investment management industry. You will work closely with Sales, Marketing, and Product teams to craft compelling messaging, understand client pain points, and position IMTC's platform as the solution for modern fixed income portfolio management.

Responsibilities:

- Conduct targeted outbound prospecting via phone, email, LinkedIn, and other channels to engage decision-makers at asset managers, RIAs, broker-dealers, and institutional investors
- Research and identify prospect accounts within the fixed income investment management space
- Qualify outbound leads using established criteria (MEDDIC, or similar frameworks)
- Schedule qualified meetings and product demonstrations for the Account Executive team
- Maintain accurate records of all prospecting activities, conversations, and lead status in Salesforce

- Collaborate with Sales and Marketing to provide feedback on campaign effectiveness and messaging resonance
- Partner with Product and Sales teams to stay current on platform capabilities, competitive positioning, and industry trends
- Consistently meet monthly/quarterly quotas for certified meetings and pipeline generation
- Develop a deep understanding of fixed income workflows, client pain points, and the value proposition of IMTC's platform
- Participate in ongoing sales training and professional development initiatives

Qualifications:

- 2-4 years of experience in an outbound SDR role with structured sales training program, SaaS fintech or financial services background preferred
- Knowledge of financial markets, specifically the bond market and fixed income portfolio management is a plus
- Excellent verbal and written communication skills with the ability to engage C-level and senior executives
- Proven track record of meeting or exceeding sales activity metrics and quotas
- Strong proficiency in Salesforce and SalesLoft
- Leverage industry leading market intelligence tools
- Advanced proficiency in Microsoft Suite
- Self-starter with strong organizational skills and attention to detail
- Driven, enthusiastic, coachable, and team-oriented mindset

What We Offer:

- Exciting, fast-paced hybrid work environment with significant career growth potential
- Hands-on experience in a high-growth fintech company with a collaborative and team-oriented culture
- Comprehensive sales training, best in class tools and mentorship from experienced sales leaders
- Competitive base salary plus uncapped commission structure
- Full benefits package including health, dental, vision, and 401(k)
- Chance to contribute meaningfully at a pivotal moment in the company's growth

Compensation:

- Base Salary: \$70,000 – \$80,000 annually
- Estimated On-Target Earnings (OTE): \$110,000 – \$125,000 annually

To apply, please send your resume to careers@IMTC.com.

IMTC is committed to ensuring equal employment opportunities for all employees, including qualified employment applicants. The company strives to maintain an environment free of discrimination based on race, color, religion, gender, national origin, ancestry, age, disability, genetic information, military or veteran status, marital status, sexual orientation, citizenship, or any other protected category or characteristics as defined by federal, state or local laws. This equal employment opportunity policy applies to all employment practices, including but not limited to recruiting, hiring, advertising, promotion, transfer, reductions in force, social and recreational programs, training, employee development, compensation and fringe benefits, discipline, and termination.

