Title: Senior Account Executive (Full-Time)

Location: Hybrid, New York City (Midtown)

The Company

IMTC is the leading tech provider serving the fixed income market. Asset and wealth managers, trust companies, RIAs, broker-dealers, and ETF issuers use our AI-embedded platform to construct portfolios, manage orders, monitor risk and compliance, and execute trades. Everything runs in one system, connected to live market data and a broad network of integration partners.

Fixed income is one of the largest asset classes in the world and one of the least modernized. Most firms still run bond portfolios on a combination of spreadsheets and legacy systems that were built decades ago. IMTC replaces those tools with intelligent optimization and automation that empower investment managers act on thousands of accounts simultaneously, with the accuracy and audit trail that compliance teams and regulators demand. Our clients use IMTC to scale operations, launch new products, and grow revenue without adding headcount.

Our journey has evolved from integration to optimization to automation, and now to AI. We are actively embedding artificial intelligence throughout the platform, from anomaly detection to the delivery of an AI agent covering all investment workflow serving sophisticated buy-side firms.

IMTC is headquartered in New York City with a lean, hands-on team where a senior AE has visibility across the firm and the ability to make a significant impact.

The Opportunity

Demand is outpacing what our current team can handle, and we need someone who can hit the ground running and own a full pipeline from day one. The right candidate should be driven, confident and comfortable operating in a challenging work environment. This is a senior, individual-contributor seat for someone who has sold into or worked alongside fixed income teams and can speak to portfolio managers, CIOs, and COOs as a peer, not as a generalist software vendor. You will own a net-new territory across our RIA and asset manager segment and report to the Head of Sales. This is a hunter seat: you create and own your number rather than waiting on inbound or inheriting a book.

Responsibilities:

- Own the full sales cycle for RIA and asset manager prospects, from prospecting and discovery through demo, business case, negotiation, and close, carrying an individual new-logo ARR quota.
- Run consultative, practitioner-level discovery with heads of fixed income, CIOs, and COOs, connecting the platform to the operational realities of managing large

SMA books: spreadsheet sprawl, manual reconciliation, and the inability to act quickly across hundreds or thousands of accounts.

- Lead complex, multi-stakeholder deals across 6 to 12 month cycles: build and protect champions, map decision-makers, quantify the cost of the status quo, and drive clear, mutually agreed next steps using our MEDDPICC-based qualification process.
- Willingness to travel to visit prospects on-site and attend conferences.
- Position IMTC decisively against legacy and enterprise alternatives and manual and spreadsheet-based workflows.
- Represent IMTC at industry events and in front of prospects at varying levels of seniority.
- Maintain disciplined pipeline hygiene and accurate forecasting in Salesforce, and contribute to team playbooks, competitive intelligence, and repeatable sales process.

Qualifications:

- 7 or more years of enterprise or mid-market SaaS / financial technology sales experience is strongly preferred, with a consistent, demonstrable record of meeting or exceeding new-logo revenue targets. Exceptional fixed income or SMA domain experts stepping into a quota-carrying seat will also be considered.
- A genuine fixed income background, which can come from a range of paths: a fixed income trading seat, hands-on SMA/UMA experience, selling into fixed income teams, or having worked as or alongside fixed income portfolio managers, traders, or operations professionals.
- Proven success closing complex, multi-stakeholder enterprise deals with 6-12 month sales cycles.
- Knowledge of financial markets, specifically the bond market
- Excellent verbal and written communication skills with very strong attention to detail.
- Ability to present effectively to prospects at varying levels of seniority across organizations.
- Experience using Salesforce and SalesLoft is a plus.

What we offer:

- Competitive base salary plus uncapped commissions and accelerators.
- Equity (stock options).
- Comprehensive medical and benefits plan.
- 401(k) with company match.
- Unlimited PTO and bank holidays.
- A tight-knit team that works closely across sales, marketing, and product, where you help shape the roadmap and go-to-market strategy instead of just executing someone else's plan.

- Direct, high-trust relationships with company leadership
- Room to grow as the company scales

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.