

Institutional Trust Services Sales Representative

Wells Fargo Institutional Trust Services (ITS) is a national leader in providing investment solutions, total retirement management, and trust and custody solutions tailored to meet the needs of institutional clients. ITS offers personalized, local service to clients across the country. This sales representative position will be responsible for selling all ITS products and services to our core market within the Pacific Northwest territory and may be located in either Portland Oregon or Seattle Washington.

This position will

- Identify prospective clients, prepare presentations, follow up on client contacts, and closes the sale.
- Listen to and define client needs, identifies new product opportunities that generate new business.
- Develop and maintain internal and external referral network.

***Minimum Qualifications**

- Candidate must have prior experience selling a top of the line product in a highly competitive environment.
- The candidate must possess excellent communication and presentation skills, the ability to present and influence key management decision makers.
- A proven track record in generating new business
- The ability to solve problems creatively.
- A thorough understanding of investments, retirement industry, and, 401(k) products

Please visit our website at: www.wellsfargo.com/careers for a complete listing of qualifications and details on how to apply of an open position within Wells Fargo.

Requisition number: 3203961

EEO/AA Employer