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Regional Sales Associates – Internal Wholesaler

The **Direxion**unds, a leading provider of leveraged index and alternative-class mutual fund products for investment advisors and sophisticated investors, is currently seeking **Regional Sales Associates**. This position is based in our executive, sales and marketing offices located in the Prudential Tower in the Back Bay of Boston.

We are passionate about our business and committed to delivering innovative products and services to our customers. While we have been in business for almost ten years, we think and act like entrepreneurs. Our leadership team seeks employees with a deep sense of personal responsibility and integrity and strives to develop talent and reward top performers.

What does this mean for you? A career path limited only by your enthusiasm, energy and passion for product innovation and a commitment to customer relationships.

Position Overview

- Internal position responsible for sales activities and goals in a designated territory via proactive phone calls to Registered Investment Advisors.

Responsibilities

- Develop and maintain working relationships in assigned territories with producers (Registered Investment Advisors) through proactive call campaigns.
- Proactively contact producing and non-producing RIA's to enhance mutual fund sales.
- Develop goals and business plans with other members of sales team directed towards increasing sales activity.
- Apply technical information about the Company's products, platforms, and promotions.

Qualifications

- 3 to 7 years of financial services sales / marketing / service experience within the RIA channel.
- Product knowledge covering mutual funds, active asset allocation, long/short, leveraged / non-leveraged strategies.
- Ability to work across a broad range of asset classes and segments, including: Small, Mid and Large Cap Equities (Domestic and International), Fixed Income (Government and Corporate), Industry Sectors, Real Estate, Commodities and Currencies.
- Experience working with Customer Relationship Management tools to perform and track daily activities preferred. Salesforce.com experience ideal.
- Bachelors degree or equivalent required.
- Series 6 or 7 and 63.

We offer a competitive compensation package with national health benefits, disability insurance, life insurance and a 401(k) / retirement plan.

