



Director, Enterprise Sales - Trillium Surveyor

Who We Are

Trillium Surveyor is transforming the RegTech and capital markets compliance landscape. Our award-winning SaaS platform delivers post-trade surveillance and best execution analytics across equities, derivatives, fixed income, prediction markets, and digital assets.

Powered by patented technology and full depth-of-book order data, Surveyor helps firms reduce false positives, improve regulatory oversight, and strengthen compliance programs without compromising business growth.

The Role

We are seeking an Enterprise Sales Director to drive new customer acquisition and accelerate revenue growth. Reporting directly to the President, this individual contributor role will own the full enterprise sales cycle from prospecting through close-and play a meaningful role in shaping our commercial strategy.

The ideal candidate brings deep experience selling into capital markets, compliance, trade surveillance, or adjacent fintech sectors and possesses established relationships with key decision-makers across the financial services ecosystem.

We have an active go-to-market engine and multiple lead-generation channels already producing opportunities. Success in this role requires both the ability to independently generate pipeline through industry relationships, referrals, and targeted outbound efforts and effective lead conversion.

What You Will Do

- Drive net-new customer acquisition across broker-dealers, banks, hedge funds, asset managers, and other financial institutions
- Own the complete sales process, including prospecting, discovery, solution presentations, negotiation, and contract execution
- Maintain accurate forecasting and pipeline management within CRM
- Consistently achieve and exceed quarterly and annual revenue targets
- Cultivate relationships with senior compliance, trading, risk, and executive stakeholders
- Represent Trillium Surveyor at industry conferences, events, and client meetings
- Partner closely with leadership on enterprise deal strategy, pricing, and commercial initiatives
- Collaborate with Product, Marketing, and Technology teams to refine market positioning and customer feedback loops
- Contribute to the evolution of the sales organization, processes, and go-to-market strategy as the company scales

You'll Be a Great Fit If You Have

- **Experience:** 10+ years of B2B SaaS new logo hunting experience with high-growth companies, especially in fintech, regtech, or related technology
- **Hunting Mindset:** A proactive pipeline generation track record - you have consistently self-sourced the majority of your deals
- **Domain Network:** An existing, warm network of decision-makers in regtech, trade surveillance, capital markets compliance, or a directly adjacent fintech vertical - you can pick up the phone on day one
- **Ability to Close:** Strong and consistent record of achieving and exceeding sales targets, with the ability to speak to your numbers in detail

- **Relationship Driven:** Demonstrated ability to build and maintain strong relationships with senior executives at enterprise, middle market, and emerging growth companies across the financial ecosystem
- **Influence:** Ability to manage and influence key decision-makers, particularly at C-suite level, through trusted and lasting relationships
- **Analytical:** Ability to engage with prospects to understand their unique pain points and produce compelling business cases
- **Data-Driven:** Leverage CRM data to construct, forecast, and manage sales activity and drive pipeline to meet revenue targets; treat CRM hygiene as a competitive advantage
- **Solution-Driven:** Ability to map stakeholders into decision-makers and influencers and sell to everyone's unique pain; knows how to move a SaaS sale through legal, purchasing, privacy, and C-level
- **Communication:** Excellent verbal and written communication style while presenting and in writing
- **Tech Savvy:** Comfortable enough to be your own sales engineer when needed
- **Sales Methodology:** Familiarity with enterprise sales methodologies such as SPICED, MEDDIC, or Challenger
- **Fintech or Startup Experience:** A meaningful plus

What Sets You Apart

- **You self-source:** A significant majority of your career pipeline has come from your own outbound effort, referrals, and network — not marketing or inbound queues
- **You know the buyers:** You have direct relationships with CCOs, Chief Risk Officers, heads of trading, and compliance leads at broker-dealers, banks, or asset managers
- **You operate with urgency:** You have a sense of assertiveness and directness paired with the ability to think long-term while executing fast on short-term priorities
- **You are collaborative:** You work closely with internal product teams and provide field feedback that shapes development, not just closes deals
- **You are customer-centric:** You ensure successful client handoffs and onboarding, treating the close as the beginning of the relationship

Why Join Us

The regulatory & trading environment keeps creating demand for what we do. Trade surveillance and market abuse monitoring are expanding - not contracting. You would be joining at a moment when the product is mature, the client list is credible, and the market opportunity is accelerating.

This is not a role inside a large sales org where you execute someone else's playbook. You will have real influence over commercial strategy, pricing, and go-to-market, working directly alongside the President. Your wins will be visible and your impact will be immediate.

Competitive base salary, performance-based commission. We are looking for someone who wants to be part of building something - and compensated accordingly.

Apply for This Role

Interested candidates should submit a resume and brief introduction to katie@kdstalent.com.