



Head of Sales

Join MCFT as our Partner-Track Head of Sales *Founding Commercial Lead*

We're not hiring "just a salesperson."

We're inviting an early partner to help build the most agile **index factory** in the market.

With our disruptive technology, we design rules-based investment strategies with unrivaled ease, speed & customization. Our platform, MCFT Folio lets institutions design, backtest, and run rules-based indices in minutes: governed, production-ready, and priced to win.

Your mission (first 6–12 months):

- Land 3–5 lighthouse wins across **ETF/ETP**, **structured notes/certificates**, **PB/wealth**, and **boutique AM**.
- Stand up a repeatable GTM: pricing & term sheets, pilot playbooks, partner routes (white-label issuers, AMCs, market makers, data vendors).
- Publish live case studies: from backtest to **ISIN live** or **benchmark in use**.
- Build and lead the commercial motion (pipeline, forecasting, CRM hygiene, events).

What you'll need:

- 5–10+ years closing institutional index/ETF/structured deals.
- A network you can activate now.
- Ability to navigate procurement, diligence, and legal... and still get to "yes."

What you get:

- **Uncapped commission + meaningful equity upside** (founder-track for the right profile; base/draw flexible during ramp).
- Direct line to product/quant founders; you shape the message, pricing, and partnerships.
- A revolutionary platform that actually ships: fast time-to-market, robust governance, and ultra-competitive costs.

Want to join the new index provider that's about to redefine the market model?

Message us or email contact@mcft.fr with your LinkedIn/CV and two quick deal stories you're proud of.

→ Let's build the commercial engine together.