

Inside Sales Representative (ISR)

Job description.



What we do

In plain English

Ensure that our customers' products and services aren't being used by terrorists, sanctioned individuals, corrupt politicians, and money-laundering mobsters. We make these decisions using customer details, transaction databases, and various other data sources.

What we're looking for

Your key responsibility will be to work strategically alongside the Head of Sales and connect with prospects via outbound methods such as cold calling and LinkedIn, creating sales opportunities, educating prospects about our end-to-end platform, which streamlines and automates AML compliance, and facilitates closing deals.

Requirements

- A passion for technology and software sales, and 1-2 years of customer-facing experience are preferred.
- Ability to develop strong, long-lasting relationships (both internal and external).
- A sense of urgency and ability to manage time and prioritise tasks,
- The ability to thrive in a startup company environment of rapid change, reacting to management initiatives, taking the "customer view", adopting the customer corporate 'perspective'; accepting change to business/personal situations.
- Resourcefulness and results-driven operating style.
- Collaborative and coachable mindset - you should be excited about continuously improving your skills and impact.

What the job involves

- Demonstrate a passion for being part of a team focused on igniting the engines of innovation, sparking new ideas and fostering new ways for people to work together.
- Absorb the sales development playbook and be ready to contact new prospects 10 days from the start date.
- Commit to understanding/owning your territory and collaborating with your Head of Sales.
- Become an expert at using lead generation tools and LinkedIn Sales Navigator to routinely extract contacts and create accurate and targeted lists of prospects.
- Conduct account development best practices with email, phone, and social touches using LinkedIn and other social media platforms.
- Utilise smart, targeted questions to speak knowledgeably with decision-makers such as the Head of Compliance, COO, etc.
- Work closely with the sales org in the ongoing optimisation of strategic sales approaches,



- Provide insights and collaborate with marketing to ensure world-class conversion rates across the funnel.
- Extensive use of HubSpot or similar CRMs and other tools to build and maintain accurate activity, contact, and account information of all customers and prospects
- Be eager to learn, commit to getting 1% better daily, and be open to feedback.

Benefits

We're looking for more exceptional people, and extraordinary people deserve to be treated well. We're willing to put our money where our mouth is.

- Competitive base salary + lucrative compensation plan
- 25 days of annual leave
- Laptop and whatever else you need to work remotely, whether that's a 4k screen, noise-cancelling headphones or a coworking membership

Team and Culture

We're a scaling startup with a small, experienced team. As we continue to expand our customer base, which already includes very large financial institutions, we're constantly presented with new technical and organisational obstacles and opportunities.

We have a casual yet structured workplace that encourages self-motivation and allows us to move quickly. People who are up for a challenge will thrive here, as we offer individuals the chance to learn and develop in various directions.

Open communication means every team member understands our objectives, constraints, and commercial realities. This allows for holistic decision-making regarding judgment calls in your role. We enable our team to work according to their schedules while expecting solid, clear communication. We offer a flexible environment with plenty of intellectual challenge. We also pride ourselves on the support we offer one another as a team.