

Inside Sales Associate (UK)

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Company: Space Executive

Location: United Kingdom

Category: other-general

Job Description

My client, a analytical software company specialising within the Investment and Hedge Fund space is seeking a **Inside Sales Associate (Cold caller)** to join the team.

This role will be hybrid and you will be required to attend my client's London office 4 days per week whilst training and then 3 days once that is completed. The basic salary for this role will be £35,000 per annum and you will have targets to earn a quarterly bonus of £2,500.

Responsibilities

The successful candidate will contact decision makers at the world's largest Asset Managers, Sovereign Wealth Funds, Asset Advisors, Family Offices, Multi Fund Managers, and Fund of Hedge Funds. The candidate should be able to engage in conversations with Analysts, Portfolio Managers, COOs and CIOs, understand their investment process and explain how our analytical software can help them generate higher returns.

Requirements

1 year minimum cold calling/telesales experience working for a fintech organisation, or selling financial products (not retail) in inside sales, with a track record of success in cold calling and lead generation.

Strong experience and confidence to generate leads speaking to senior stakeholders within small, mid and large organisations in the financial space.

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