

Sales Director

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Company: Identify Solutions

Location: United Kingdom

Category: other-general

We are looking for a Sales Director to join a Series B FinTech who are rapidly growing due to their continued success. Their product is a 'Fixed Term Funds' platform which gives holders of large cash balances online access to a menu of proprietary cash investments on a daily basis. This basically gives them access to an asset class that is usually only available to major financial institutions. Their solution is completely unique and solves a multi-trillion-dollar problem, and is being used by large PE funds, Asset Managers, listed Corporates and high growth Tech companies across the world. You'll be working as part of the broader Institutional Sales Team, focusing solely on Institutional cash investment sales, initially with a focus on Insurance companies and Asset Managers, but with a wider sector coverage as needs evolve over time. They are looking for somebody who has a solid understanding of cash investment and a strong network, and ideally comes from a cash or fixed-income background. This is a newly created role, but there is somebody in the business who has worked on this who you will be working closely with and can lean on for support. But ultimately you will create and own the strategy, and will likely lead a Junior Sales Person around 6 months into your role (if you want to). Company culture is great, and they have only lost one person since launch. Basic salary is circa £80k (negotiable for the right person) and you should expect double OTE, plus equity. Benefits include a remote first working policy, unlimited annual leave (!), remote office set up budget, enhanced parental leave, and regular socials.

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