

WE ARE REVOLUTIONISING FINANCIAL INFORMATION SHARING DO YOU WANT TO BE A PART OF IT?



The Opportunity

Role: Sales Development Representative

What that means: Your goal will be to create new sales opportunities for you and your senior salesperson to close.

The Company

At Armalytix, our mission is to build extraordinary processes to transform how firms request, prepare and process clients' financial information.

We value ability and dedication, driven by openness, collaboration and well-being. You will be a key part of the team helping to reshape and simplify the financial landscape for people - one report at a time.

Time is precious, dealing with financial forms isn't.

Your Mission

As a key member of the Armalytix team, you will help drive awareness of the Armalytix Open Banking platform to our target audience. You will interact daily with prospects to help develop them into happy customers through a mix of product knowledge and understanding of their needs.

The role

- As Sales Development Representative, you will be tasked with creating and developing relationships with potential customers. You will be speaking to executives to explore and find growth opportunities.
- Initially you will be engaging them by phone. You will then meet with them to consult on their needs, and to establish whether Armalytix can help them solve a problem.
- You will be meeting people from various aspects of a customer's business, and you must be comfortable communicating across a business hierarchy.
- You will deploy a creative approach to finding ideal prospects and engage with your audience to qualify current challenges.
- In turn, we will provide you with a goal-orientated environment, committed to the long-term development of your ambitions.
- Armalytix is a place where you can design and develop a career. We support our people through growth and challenges alike.

What it will take

- Professionalism and rapport building will be second nature to you.
- You will have a winner's mentality, coupled with a passion for finding problems and presenting effective solutions.
- You will have experience using Salesforce, and be hungry to learn about sales processes, and all things Fintech.
- You will not be afraid of hard work and relish a new challenge.

What you will get

- A competitive salary and remuneration package.
- Performance-based monthly and annual rewards.
- Career progression and Fintech market experience.
- A Comprehensive training package and company laptop.

This is a chance to become part of a dynamic, positive and fast-paced company. The only thing holding you back will be your ambition.

Get in touch

Email: Drop us a mail on joinus@armalytix.com with your CV, a bit about yourself and anything else you think might be useful for us to look at. Put your name and the job title in the subject line to make life easier for us.