

Job Description
Sales Director – London based

www.cappitech.com

The Company

Cappitech is a leading provider of regulation technology for the financial services industry. Through Capptivate, our regulatory service platform, customers can easily automate submission and analyze their daily trades to comply with international financial transaction reporting obligations. Our cross-regulation platform uses state-of-the-art technology to provide a unified experience for all regulatory reporting along with an industry leading analytics dashboard to process and audit review compliance reports. Trusted by over 60 financial institutions, Cappitech provides superior service and personalized guidance using its vast operational regulatory expertise.

Led by a team of experienced FinTech professionals with a proven track record, Cappitech has been named a RegTech 100 company – one of the world's most innovative RechTech companies by FinTech Global, a data and research firm. In addition, earlier in 2018 the company raised \$4M in capital funding from a leading VC and private investors

The Role

Cappitech has an established sales team of 4 sales people, based in London and Israel. Cappitech has built a successful client base of more than 60 financial institutions with over 50% of those based in London.

Cappitech is seeking an experienced Sales executive to manage the sales team, generate new sales and manage existing client accounts. Main immediate role's focus is to sell our compliance platform to new UK and European customers. Sales will be assisted by personal relationships (existing & new) as well as by our marketing team who will be passing along MQLs.

The role suits someone who has a successful & demonstrable sales track record alongside with managerial skills.



The Profile

We are looking for professional who has an entrepreneurial spirit and takes ownership of revenue growth. The role requires a sales professional that can deal at all levels, holding high level discussions around Trading and Regulatory matters with Senior Management, IT, Business Heads and C Level. A professional that seeks to understand the Enterprise wide mission and business critical requirements both now and in the future.

The individual should be a self-starter who can work remotely from the main team and some of his/her direct reports, reporting directly to company's CEO.

Sales experience in the financial sector is a must and knowledge of the post-trade environment is highly desirable.

Personal & Professional Requirements

Proven successful sales management experience (4-6 years to Buy/Sell side firms)

- Demonstrated success in managing sales organization
- Excellent interpersonal skills
- Result oriented
- Dynamic, independent, representative, smart and ambitious, team player
- Good understanding of the FinTech space

Job Requirements

- Lead Cappitech's sales organization by proactively promoting the Sales department staff and achieving business's goals
- Operate a predictable and efficient sales operation process, manage through KPIs and report actual performance vs. budget
- Maintain and develop direct relationships with existing and new clients
- Represent the organization at trade exhibitions and events including public speaking at conferences
- Recruit and grow the sales organization as company progresses

Relevant resumes please send to: hr@cappitech.com

