

Job Description
Sales Manager – European financial market

www.cappitech.com

The Company

Cappitech is a leading provider of regulation technology for the financial services industry. Through our 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 around 100 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 awarded multiple prizes and in 2018 raised \$4M in capital funding from a leading VC and private investors

The Role

Cappitech has an established client base comprising of about 100 financial institutions with more than 50% of those are based in London. Cappitech is seeking an experienced Sales executive who will be responsible for new business sales and client account management.

Main immediate role's focus is to sell our services and technology to new UK and European customers, with a focus on the French speaking countries. Sales will be assisted by personal relationships (existing & new) as well as by our marketing team who will be passing along SQLs.

The role will suit someone who has a successful & demonstrable sales track record. Knowledge of the financial sector and the post-trade environment would also be highly desirable.

The Profile

We are looking for someone 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.

Personal & Professional Requirements

Proven successful sales experience to Buy / Sell side firms

- Strong and demonstrable knowledge and personal connections with relevant buyers at the French speaking financial markets (& speaks French) OR at the UK market – a must
- Excellent interpersonal skills
- Dynamic, independent, representative, smart and ambitious, team player
- Good understanding of the FinTech vendor space

Job Requirements

- Grow the business (European focused) by direct sales, business development and on the back of SQLs generated through marketing
- Maintain and develop direct relationships with existing and new clients
- Arrange meetings and presentations with potential customers to prospect for new business
- Represent the organization at trade exhibitions and events and public speaking in conferences

Relevant resumes please send to: hr@cappitech.com

