

## Solution Sales Director

### Recordsure and the Role

Founded in 2012, Recordsure is an established, respected and high growth fintech using its proprietary voice and data platform. This is a fantastic opportunity to drive the ambitious growth plans in the UK and via our international delivery partners. Currently well established within the regulated Financial Service sectors, demand and opportunity exists to support the development and expansion of our services to clients within adjacent markets.

### Responsibilities

Reporting to the Chief Commercial Officer, the successful applicant will grow revenue by generating, managing and closing a continuous pipeline of new business opportunities through taking ownership and executing Recordsure's GTM strategy for both existing and new business acting across direct channels and via partners. The role owns the relationship and interaction with prospective clients and acts as the principal liaison between the Product and Technology functions to design and deliver game-changing solutions to clients. It will also play a key role in identifying clients' business needs and feeding into the innovation and product roadmap.

### Core Responsibilities

- Drive pipeline and deliver revenue targets and associated KPIs in line with the financial forecast and objectives, leading the sales process from end-to-end
- Inform, shape and optimise the go-to-market strategy and approach
- Execute the go-to-market strategy blending the identification of short-term wins with a longer-term strategic approach for clients
- Collaborate with Marketing to support the development of content and campaigns to drive lead generation and pipeline coverage
- Lead qualification and opportunity discovery. Collaborate with colleagues to define solution options and proposed response to deliver target client outcomes and benefits
- Own and drive account strategies and related closure plan activities, including responses to tenders
- Support clients with building the business case to prove their ROI and enable the buying decision
- Collaborate with colleagues to ensure client success through to realisation of target benefits
- Establish and embed long-term and valued relationships within prospective and existing clients

### Key Skills and Experience Requirements

- Track record of delivering against sales targets on a consistent basis
- Proven B2B enterprise sales and business development experience in the Financial Services sector
- B2B consultative selling approach and strong opportunity qualification and closing skills
- Knowledge and experience of technology sales, ideally within the RegTech sector
- Strong proposal writing and presentation skills
- The ability to think outside-the-box, to innovate and tailor a solution to a client's needs while leveraging existing product capabilities to avoid unnecessary customisation
- Self-motivated and target-driven but with the desire to play a key role within strong culture of teamwork

Application closing date is 9<sup>th</sup> February 2022

To apply, send your CV to [careers@recordsure.com](mailto:careers@recordsure.com)