

REGIONAL SALES LEAD

LONDON, UK

COMPANY OVERVIEW

We believe alternative data offers insights and signals that will help investment firms and corporations make better and more profitable decisions. As such, **BattleFin** has become two-headed alternative data monster... one part operator of a very successful global event series called “**Discovery Days**” that puts buyers and sellers face-to-face in a speed-dating type environment. The other, creator of the **Ensemble** platform, which is an online SaaS tool developed as a marketplace and research environment to expedite the sourcing, evaluating and sale of alternative data sets.

So, BattleFin is known for having some of the world’s best and most unique data providers, but adding new and interesting companies is something we have to constantly work on. *Here’s where you come in;*

JOB DESCRIPTION

BattleFin is looking for a passionate technology-focused regional **Data Sales Associate** in Europe (*based in London*) to focus on 1) Event and 2) Platform sales.

This individual will have a proven track record in closing sales on the continent with a focus in fintech sales. They will be responsible for continuing the already rapid growth of the business by developing clients for the BattleFin Ensemble platform and the BattleFin Global Data Sourcing Events.



CANDIDATES MUST BE ELIGIBLE TO WORK IN THE UNITED KINGDOM.



TO APPLY, PLEASE SUBMIT A RESUME AND BRIEF COVER LETTER DESCRIBING YOUR RELEVANT EXPERIENCE HERE: <https://www.battlefin.com/CAREERS>.

KEY RESPONSIBILITIES:

- ✓ Prospecting and closing new business with aggressive and tracked monthly, quarterly, and annual goals
- ✓ Ability to develop the strategic goals and tactical plans necessary to identify, prospect and connect with targeted accounts
- ✓ Managing and cultivating relationships with existing clients to support continued sales growth within key systems
- ✓ Learn & advance expertise of technical concepts as required for selling complex platform/product
- ✓ Display persistence and discipline in following up with leads and prospects
- ✓ Participating and networking at industry events and tradeshow
- ✓ Drive sales for both technology platform and for global events business

REQUIREMENTS, BACKGROUND + EXPERIENCE:

- ✓ Bachelor's degree or equivalent experience
- ✓ 3 to 5 years of successful Data Analytics, Enterprise Software, SaaS, sales experience
- ✓ Experience selling software licenses to bank or insurance buyers in the data access, analytics, or information management domains.
- ✓ Utilize tailored communication, value-selling sales methodology, and influencing skills to sell to a range of global customers
- ✓ Knowledge of and experience in the predictive analytics and financial services space highly weighted
- ✓ A proven and verifiable track record of achieving or exceeding sales goals
- ✓ Ability to interface with all levels within customer organizations to include individual properties, large portfolios and other senior leadership in large to mid-sized companies

GOOD LUCK!

