



IF Sales, London

Who are we?

MatchPlace is a fintech start-up that offers a Financial Services platform for Small and Medium Enterprises (SMEs) in Europe integrating domestic and foreign payments at fair and transparent prices with invoice funding solutions for cash management.

Created by a highly driven and entrepreneurial team with several decades of experience in the finance industry, we are looking for smart, driven, high-energy individual to actively manage customer accounts and help us implement the Sales strategy for MatchPlace.

Responsibilities

The main responsibility of the Invoice Financing Sales is to drive sales and manage customer relationships with UK SMEs by executing and contributing to the Sales strategy for the Invoice Financing service offered by MatchPlace.

- Execution of Sales strategy in UK
- Generation of a database of potential customers (lead sourcing) by identification of UK companies that have a requirement for financing as part of their business activity.
- Cold calling introducing MatchPlace services to potential customers.
- Networking: attending events to meet companies and attract customers.
- Monitoring the currency market and macroeconomic news with impact on financial markets.
- Preparation of materials for sales and commercial offering.
- Customer account management (pre-sales, conversion, post-sales)
- Report to General Management on Sales achievements and trends
- Collaborate on the implementation of CRM tools at MatchPlace

Skills & Requirements

- Degree in Business, Economics, Law or similar
- Experience in Sales in the Small and Medium Business target market a plus
- Experience in Sales in invoice discounting or financial services a plus
- Existing relationships in target sectors a plus
- Excellent written and verbal communication and articulation skills
- English speaker, fluent in Portuguese, German and /or French is a plus
- Great commercial ambition, used to work based on objectives achievement
- Based in our London City office

What we offer?

- An excellent work environment
- The unique opportunity to join a start-up and be part of a rock star international team with presence in a high growth cutting edge area of finance
- Attractive highly competitive package
- Excellent bonus potential
- The chance to combine learning, personal development and travel with professional success.