



## Where Client Knowledge Lives.

At Clinked ( [www.clinked.com](http://www.clinked.com)) we focus on the intersections of internal teams & external clients – where client knowledge lives. Our client portal is white-labelled delivering a seamless branded experience, bank-grade secure for worry-free collaboration on highly sensitive client data, and cloud-based for easy to manage interface across remote teams. In addition, our mobile application allows organisations a quick mobile experience to upgrade service offerings to high touch clients, particularly impactful for those in the financial services industry. Our client facing philosophy is to make customised, easy to use delivery to your clients and teams simple while being secure and transparent for organisations of all sizes, industries, and geographies.

## Clinked Sales Development Representative (SDR)

We are looking for a sales development representative to join in our high-growth team as an integral member of our outbound sales channel in the financial services industry channel, specifically targeting the UK and North American markets.

This person will be an evangelist for Clinked in leading the pipeline development component of our outbound sales cycle. Components of the cycle will include prospect pipeline identification, outbound marketing campaigns, qualifying processes in face-to-face meetings or telephone demos, and trialist follow-up conversations. The role is an opportunity to holistically own the initial pipeline of the channel of this target industry and participating in the development of our scaling outbound strategy directly to our Chief Revenue Officer. In addition, there is an opportunity for growth through joining senior team members in the outbound sales process to learn first-hand the processes throughout the advanced stages of the sales funnel and contract negotiations.

## Your challenges

The ideal candidate is comfortable taking a key role in developing a reliable prospect pipeline, formulating scalable processes, and executing the generation of qualifiable leads. From conversations with C-level executives to SME owners, your challenge is to identify organisations with potential use cases for Clinked and finding the right individuals to approach. This process will include market research, developing use cases and sales sheets based on industry conversations, developing sales pipeline, validating leads, adjusting on-the-fly to ambiguity and creativity presented in prospective discussions, and hands-on collaboration with Clinked prospects and sales team.

## Tasks include

- Responsible for pipeline development of financial services channel in UK and North American markets, including identifying organisations, generating prospect pipeline and validating, qualifying leads with Clinked sales team
- Work with Clinked sales team to conduct demos with prospects to qualify needs and articulate Clinked value proposition

- Adoption of consultative sales approach to understand and develop use case with prospects while developing relationships across industry
- Develop feedback loop to internal team to sharing industry use cases, trends, and opportunities based on marketing and sales collaboration activity
- Continual training to be fully versed on Clinked features, client use cases, internal development processes, and roadmap enhancements



### **Required Skills and Experience**

- A passion for people, technology and start-up life
- Experience in sales, fintech and SaaS solutions with demonstrable stats (1+ years of sales, business development or account management experience is preferred)
- Past experience in the financial services industry preferred (i.e. investment management, accounting, business development, financial planning, banking, insurance, etc.)
- Ability to foster new commercial connections, identify decision makers, lay the ground work for strong customer relationships
- Interest in developing strategic initiatives, presenting and collaborating with Clinked sales team and senior leadership to set direction, and delivering on objectives
- Excellent communication & presentation skills with a marketing-oriented mindset
- Presentable composure when faces with uncertainty
- Self-motivated individual comfortable working solo or with team depending on activity

### **Why work with us?**

- Leading start-up for collaboration software platform with extensive customer base in the UK, US and Europe
- Central Cambridge office
- Dynamic, casual start-up working environment
- Growing client base across various industries and geographies
- Clinked is the Semi-finalist in the 2012 Cisco British Innovation Gateway (BIG) and Winner of the 2009 Red Herring 100 Europe Awards
- Career growth with an industry innovator and leader

### **Salary:**

- Competitive salary in the range of £25,000 - £35,000 depending on experience level