



## 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 Manager

We are looking for a full-time sales manager to join in our high-growth team to lead up outbound sales programme in the financial services industry channel, specifically targeting the UK market.

This person will be an evangelist for Clinked developing and executing this outbound sales cycle. Components of the cycle will include prospect pipeline identification, outbound marketing campaigns, face-to-face meetings and telephone demos, trialist follow-up, and closing of new businesses with senior team. The role is an opportunity to holistically own the channel for this target industry and geography while developing a scalable outbound strategy directly with our CEO and CRO. In addition, there are opportunities to advance based on execution of this programme as well as understanding of the industry, development of relationships with key industry decision-makers, building of business networks, and partnership with inbound activities.

## Your challenges

The ideal candidate is comfortable presenting to C-level executives, developing sales pipeline and sales strategies, refining business development efforts, adjusting on-the-fly to ambiguity and creativity presented in prospective discussions, and hands-on collaboration with Clinked clients and team.

## Tasks include:

- Own financial services channel in UK market, including generating prospect pipeline, qualifying leads, negotiating contracts, and closing opportunities
- Generate new business and sales leads through pipeline identification, cold calling, outbound marketing campaigns and inbound enquiries
- Lead presentations and/or demos to prospects aligning to strategy of Clinked
- Embracing consultative sales approach to understand and develop use case with prospects while developing relationships across industry
- Management of pipeline data and reporting to CEO
- Develop feedback loop to internal team to sharing industry use cases, trends, and opportunities based on channel activity
- Identify opportunities to interact with industry organisations through events, conferences, publications and more
- 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
- Past experience in the financial services industry preferred (i.e. investment management, accounting, business development, financial planning, banking, insurance, etc.)
- Track record selling across multiple levels of an organisation with documented stats (5+ years' sale experience, business development or account management)
- Ability to foster new commercial connections, identify decision makers, build strong customer relationships through business development efforts
- Experience developing strategic initiatives, presenting and collaborating with 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, in the office or remote, and able to handle varying points of view/competing objectives
- Past experience of SaaS solution selling is preferred

## Why work with us?

- Leading start-up for collaboration software platform with extensive customer base in the UK, US and Europe
- Central Cambridge office (Working from home is also an option)
- 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
- Competitive Salary (base salary with commission structure)

## Salary:

- Competitive salary of £45,000 with OTE of £75,000