

Senior Sales Manager

About Polixis

This is a great time to join our company!

Headquartered in Geneva, Switzerland, Polixis is a leading Swiss company specialised in RegTech Solutions for banking & financial sector offering unparalleled deep data and automation solutions.

We are present in London, Zurich and Yerevan and are planning to extend both our existing teams and establish new offices across main financial centres, mainly (New York, Singapore, UAE, Hong-Kong and Paris).

Changing the Game

What makes our tech & data special among this crowded field of AML Due Diligence firms is this:

- we offer unravelled automation of high end added value analysis (we simply don't know any commercial grade competition on that);*
- we are among these handful of companies operating its own data sets giving us major competitive and technological advantage.*

Your Job

This year we are looking to expand our Sales and Business Development team to cover all main financial centres gradually and globally.

Polixis already has a prestigious book of clients (mainly Swiss and European major banks) and your goal will be to both deepen our market penetration rates in Europe as well as, depending on your experience, oversee expansion to other markets.

Depending on your seniority and performance, you may also be tasked to oversee the expansion of sales teams within the zones of your coverage.

In this context, we are looking for an experienced Sales Executive to drive the sales part of our technology business. In so doing, you will be helped by an already very strong customer base, as well our company's established reputation as a trusted Risk & Compliance research and advisory firm among Swiss and European banking clients.

On the technology side, you will be selling the software that strives to become an infrastructure product in the private banking industry.

Your key responsibilities

- Identify new sale leads primarily in Risk, Compliance, Sanction and Customer Due Diligence segments with particular emphasis on banking (Private Banking) segment;*
- Explore our network of already established clients in the Advisory business line;*
- Make calls to potential new clients and enter into direct correspondence with prospective clients to effectively close deals;*
- Evaluate competitive environment ensuring continuous market intelligence.*

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Skills that we are looking for:

- *Entrepreneurship, Entrepreneurship and again, Entrepreneurship with ability to work autonomously and coach others;*
- *Book of lead contacts primarily in the banking & finance industry;*
- *Demonstrable previous sale experience within the Risk & Compliance industry either of services or software;*
- *Intellectual curiosity to absorb this ever changing field of big data, AI and banking regulations.*

Job Location

We are flexible on geography. The position can be performed either through our London office or Geneva/Zurich headquarters. We are also open to exploring other locations within main international financial centres.

Candidates located outside our key markets but with a proven track record in Risk & Compliance sales may be considered separately from this position to work on a consultancy basis.

Benefits

- *Competitive Salary;*
- *ARDIS was adopted by several top-top-notch banks literally within few weeks after its launch in early 2018, however, the bigger global market remains yet to explore;*
- *Combination of benefits of work for an established firm with a start-up culture of our tech business;*
- *Flexible working schedule, including occasional remote work, all we need is the result.*

Application procedure

*Interested candidates with experience in sales in the field of AML and related products are welcome to send their applications to jobs@polixis.com with a subject line "**Senior Sales Executive**".*