

# JOB OPENING

**NAME:** SENIOR SALES  
SPECIALIST

**POSITION TYPE:** PERMANENT

**PERCENTAGE:** FULL TIME 100%

**LOCATION:** GENEVA / ZURICH / LONDON. IDEALLY THE PERSON WILL BE PART OF GENEVA TEAM. HOWEVER, WE ARE FLEXIBLE ON LOCATION WITHIN CORE FINANCIAL CENTRES OF INTEREST TO US.

## ABOUT POLIXIS

This is a great time to join our company! Headquartered in Geneva, Switzerland, Polixis is a leading Swiss firm specialized in RegTech Solutions for banking & financial sector offering unparalleled deep data and automation solutions. We are already the leading player in High End segment of Compliance SaaS & DaaS within Wealth Management community with 200% year on year SaaS growth. We are a growing team of 55 professionals.

## SUMMARY

We are looking for a Senior Sales Specialist with strong sales skills, ready to help a dynamic team with its current product line and eager to drive new product launches. Polixis' product offering targets mainly financial institutions in the fields of AML, Sanctions, PEP and KYC Due Diligence. We offer SaaS, DaaS and related advisory services.

## ROLE / RESPONSIBILITIES

- Generate new leads and maintain existing relationships with customers;
- Pipeline customer leads in a CRM system (currently Hubspot, but open to change);
- Regularly deliver customer presentations both through videoconferencing and on-premise visits;
- Negotiate and close deals with customers;
- Drive for results by consistently achieving goals and pushing to complete tasks by their deadlines;

- Reporting sales on a regular basis;
- This position includes frequent travelling in post covid period, up to 30%.

## COMPENSATION

Our core working principle is OTE. Details to be discussed.

## REQUIRED QUALIFICATIONS

- You have 2 to 5 years of experience in AML/KYC related sales or similar, ideally working with products related to Compliance and Wealth Management Industry;
- Fluency in oral and written English is a must. Additional language skills including French, Russian or Arabic are highly desired;
- You have a valid driving license;
- Proven track record.

## REQUIRED SOFT SKILLS

- You can operate in a start-up team as a self-starter and problem solver;
- You have a business mindset and sense of urgency;
- You have resilience and tenacity;
- You demonstrate critical thinking and analytical skills.

## CAREER PLAN

The person will be the first sales person fully dedicated to new SaaS & DaaS product line and depending on your skills and vision, this position can lead to cross-country/territory head of sales in the future.

## HOW TO APPLY

Only candidates with relevant work experience in Compliance and associated fields are invited to apply. Applications need to be accompanied with a Motivation Letter highlighting, inter alia, how your past experience will help to succeed in this field/product. Interested candidates are welcome to send their applications to [jobs \(at\) polixis.com](mailto:jobs@polixis.com) with a subject line Senior Sales Specialist.