

**NAME: SENIOR SALES REPRESENTATIVE -
AML, SANCTIONS AND KYC AUTOMATION SOFTWARE**

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ABOUT POLIXIS

Polixis is a best-in-class RegTech and advisory firm that offers a bespoke blend of human expertise with machine intelligence and big data.

Polixis is ***a unique company across the spectrum of AML & KYC vendors*** by being the first challenger company to the dominant primary data vendors, ranging from PEPs and Sanctions data to UBOs, Adverse Media, and much more.

Among our ***potential clients in the UK, we see traditional banks, the financial sector, and the entire Fintech & RegTech ecosystems*** to power other KYC-centered companies with primary data.

We have made our name in Switzerland, ***having onboarded dozens of top private banks and asset managers within a short time***, some of them among the World's Top 10. Now we want to repeat this success in the UK!

You have ***2-5 years of Sales experience*** or more in the ***Compliance, AML, KYC***, or similar sector, ***in the SaaS or DaaS*** industry in Europe.

You know how to prospect, find and quickly qualify prospective clients with good potential. ***You love sales and follow-up on sales opportunities throughout the entire sales cycle efficiently.*** You are an active listener, and the product alone is only a part of your Value Proposition to the client. ***You understand your client's stakeholders' landscape and how you can serve their interests best*** to obtain their support. ***You negotiate and close deals*** by engaging the necessary company resources to achieve your objectives.

In your current or previous position, ***you were ideally selling Compliance, AML, KYC-related services or software to the financial sector*** (or reasonably close to) and have acquired an acute understanding of the market and the needs of your clients. You have a solid ***book of contacts in the financial sector***, or at least in industries with Third-Party Due Diligence requirements. You are used to leveraging your knowledge of your client's corporate structure ***to cross-sell to headquarters and branches worldwide***.

You are a fast learner able to understand new technologies and processes quickly. You have experience in preparing and ***pitching product presentations and demonstrations***. You enjoy participating in marketing and sales events, and you like interacting with potential leads.

Besides acquiring new clients, you know how to ***keep customers in a long-term relationship***, and you are recognized for your capacity to make sure the customer is happy.

As a self-starter, you understand the value of collaboration. You can ***leverage our resources in Geneva and Yerevan*** to ensure a successful launch in the UK. ***You excel in using Sales Force Automation and ERP tools*** to communicate and share information efficiently with your colleagues.

Driven by results, you are used to modern Management by Objectives. You can analyze ***your sales pipeline to project and maximize your sales targets*** while ensuring you also attain your objectives related to your prospecting and preparation activities. You are used to weekly and monthly meetings where ***you are exceptionally efficient in communicating with the management***.

You are well organized and ***frequently travel while retaining a sustainable work/life balance***. You master the perfect mix between phone/email/video and personal meetings with clients.

You have ***a strong business mindset***, are capable of risk-taking with a sense of urgency. You work autonomously and ***are resilient and tenacious***.

You are perfectly fluent in English. You offer additional language skills (Arabic, French, Portuguese, Spanish or Russian would be an asset). You have a valid driving license, and you are used to optimizing travel time and flexibility using the car and public transport.

If you feel this job fits you perfectly, we suggest you apply. We expect a convincing motivation letter (English or French, or Russian).