

# JOB OPENING

**NAME:** SALES & BUSINESS DEVELOPMENT OFFICER, UAE & MENA

**LOCATION:** YEREVAN, ARMENIA

## ABOUT POLIXIS

This is a great time to join our company! Headquartered in Geneva, Switzerland, Polixis is a leading Swiss firm specializing in SaaS & DaaS Solutions for the financial services sector, and offers one of the world's biggest Risk & Compliance datasets to its regulated industries.

Polixis is currently one of Switzerland's Top 20 Fintech companies and among the world's handful of primary Compliance, International Sanctions and PEPs data providers. Key to our success has been the fact that we are in a position to offer compliance infrastructure data without the need to act as a reseller or intermediary.

Today we count among our clients some of Europe's biggest private banks, wealth and asset managers. Our ambition is to quickly become the number one global provider of DaaS & SaaS products in our field, with primary physical presence across the key global financial centres.

Having made our name in Switzerland, we are now determined to expand into global markets.

## ABOUT THIS POSITION

The position can be full or part-time. This is not a remote job. You will be expected to work and interact live, on a daily basis with the team. The role may require occasional travel to UAE, MENA and Switzerland.

## JOB DESCRIPTION

The work will be conducted from our Yerevan office, where we count some 50+ team. After an initial training by the team on our core products, you will be expected to assist with the following:

- Undertake market research on Banks, Financial Institutions and Regulated sector in the UAE/MENA;
- Lead generation, negotiation;
- Deal closures;
- Maintain excellent relationships with clients and other interested parties, and reply to prospective and existing clients' inquiries;
- Assist in organising webinars and live client events;
- Contribute ideas and undertake research to help develop marketing strategies.

## YOUR PROFILE

Ideally, we expect you already having solid knowledge of banking and financial industry in the UAE. The knowledge of Compliance industry will be a major advantage.

Education background in social sciences such as international affairs, political science, law, business management or economics. You will be expected to further deepen your understanding of Politically Exposed Persons, International Economic Sanctions, AML and Banking Regulations, Global Financial Infrastructure, Risk & Compliance.

More specifically, we expect to see:

- Solid network in the region to prospect and sell;
- Ability to negotiate and close deals;
- Excellent research skills and an ability to quickly absorb large quantities of new information;
- Excellent digital and social media skills. Previous experience in digital media campaigning would be an asset;
- An ability to multitask;
- A minimum of a Master's degree is expected;
- Knowledge of editing softwares such as In-design or Photoshop would be an asset;
- Excellent knowledge of Arabic is a must for this position.

## BENEFITS OF JOINING POLIXIS

- Competitive Salary + OTE earnings;
- Intensive training in the growing field of FinTech & RegTech, on banking and finance regulation and practice in the field of Risk & Compliance;
- The opportunity to grow with the leading player on the market, with plenty of room for professional and personal growth;
- Most importantly, investing your time in a position that will put you on a strong career path.

## APPLICATION PROCESS

Qualified candidates are welcome to send their CV along with a Cover Letter to [myjob@polixis.com](mailto:myjob@polixis.com) with a subject line "Sales & Business Development Officer, UAE & MENA".