



The Opportunity

Becoming an Sales Development Representative (SDR) is the first step to a rewarding and lucrative career in technology sales. Sentifi is welcoming driven individuals to become a part of the future of FinTech. As an SDR, you will have the opportunity to learn about the financial industry and set a foundation for career advancement as you interact with the top financial firms in the world. Take the first step by applying today!

This position is located in our office in Central London.

Responsibilities

Prospect, educate, qualify and develop target accounts and inbound leads to create sales-ready leads and opportunities.

- Find and nurture prospects via telephone and email
- Research accounts, identify key players, generate interest and develop accounts to stimulate opportunity
- Disseminate opportunities to appropriate sales director, educating them as necessary about the opportunity
- Successfully manage and overcome prospect objections
- Update all sales related information in Salesforce.com to ensure efficient lead and opportunity management
- Consistently achieve monthly goals to ensure territory revenue objectives
- Other duties as assigned by Sales Director

Required Skills/Experience

- Experience in and/or strong interest and familiarity with the financial information services market and the Financial Services/Investing market
- University degree in finance or closely related subject required
- Intelligent and motivated person with a strong desire to learn sales and as importantly, someone who simply gets stuff done
- Lead qualification and objection management
- Ability to get and keep the right people on the phone and get them to take the next step
- Maintain data on a daily basis in Salesforce.com
- Team player with the ability to work in a high-energy sales team environment
- Positive and energetic phone skills, excellent listening skills, and strong writing skills
- Proficient with standard corporate productivity tools (email, LinkedIn, Excel, Word, PowerPoint, etc.)
- Sales training and salesforce.com experience a plus
- Ability to speak German a plus

What we offer

- The chance to be an integral part of a fast-growing global company that is changing the 30 billion dollar a year financial information industry.

- The opportunity to work on world class financial information market innovation at the right market timing
- Work with a talented and international team
- Competitive salary and monthly variable compensation based on performance

Important

- We move fast and have fun while doing it. If you enjoy working with passionate people and seeing the results of your efforts on news- and financial platforms daily around the world, you will fit right in

Contact

If you are interested in an exciting position, please submit your application via email to career@sentifi.com. Please include a CV and cover letter.

We are looking forward to receiving your application!