

Sales Manager

The Role

The right person will have a proven record in client facing environments, either within consumer lending, insurance or ecommerce, and the ability to grow rewarding, professional relationships. You will have a good working knowledge of decisioning within the credit life cycle, particularly new business and customer management. You will have constant interaction with clients and senior internal stakeholders so a strong professional manner is essential. Able to work entirely independently and meet challenging targets the individual must have a strong work ethic and be a self-starter. Ability to adapt to a changing environment within a unique and invigorating start up environment.

About Coremetrix

Coremetrix a data driven technology business providing groundbreaking segmentation and analysis to all types of organisations for both marketing and risk assessment. Coremetrix is part of the Creditinfo Group of companies a leading service provider for credit information and risk management solutions worldwide.

Within Coremetrix, we work closely with lenders, insurers, ecommerce, alternative data providers and credit reference agencies to provide credit risk assessment tools that enable a deeper understanding of an applicant or existing customer.

We have a number of very high profile partnerships and work across the globe to deliver solutions where there is limited bureau information, in emerging or remote markets or where there are requirements to understand the customer better and deliver advanced customer management services.

Our unique personality quiz & inference algorithms identify the correlation between psychographic traits and an individual's risk profile and assess risk accordingly. You will join our multi-disciplinary division of analysts, psychologists, creative and tech professionals to create and promote a next generation decisioning product.

Within the consumer-lending sector, we deliver innovative consumer risk assessment products to lenders in order to accept more applicants, reduce bad debt or drive customer lifetime value.

Our insurance product help refine pricing strategies by identifying those who are likely to claim or make a fraudulent claim.

For ecommerce, Coremetrix, can add value throughout the consumer lifecycle. By finding appropriate, profitable new customers, risk assessing applicants and even, potentially, providing buy now pay later facilities, Coremetrix really can help retailers in increase size of spend by up to 50%. Find out more at www.coremetrix.com

Responsibilities

- Engage in a consultative way with clients and senior stakeholders to identify their business issues and requirements
- Communicate to clients the functionality of the business benefits of our products and services in solving their business problems
- Build rapport with clients, maintain strong professional relationships, and manage customer satisfaction
- Work closely with the sales function to ensure account plan targets are achieved
- Participate in developing the account plan with sales and strategy teams
- Identification of opportunities to up-sell/renew clients, and leverage our sales and strategy teams to expand the relationship
- Design and present proposals to clients
- Communicate product feedback and priorities from clients to product and strategy teams
- Provide on-site consultancy when required
- Be prepared to undertake extensive international and local travel, as required
- Responsible for generating new business leads and appointment, managing those leads from inception to close
- Achieving a demanding revenue target and building pipeline for future years

Essential Experience

- Experience of constructing proposals for complex solutions and must be able to show well-developed written and oral presentation skills
- Experience of financial services, retail banking, insurance or ecommerce
- Understanding of credit life cycle and decisioning processes and methods
- History of developing and maintaining strong, commercially valuable relationships with clients
- Ability to develop a thorough understanding of a clients' business and to proactively seek opportunities to add value to the client
- Confident when dealing with senior level clients and internal stakeholders
- Commercial awareness and the ability to manage multiple clients
- Able to shape and define solutions matched to requirements
- Ability to present intricate and complex solutions to clients in a way that is simple and easy to understand
- Excellent organizational and time management skills
- Exhibit a confident and professional manner at all times

Desirable Experience

- Significant experience in financial services consultancy
- Significant experience in credit cards or short/medium term lending
- Degree or equivalent standard, with a high numeric content
- Excellent presentation skills to diverse audiences (client, internal, conference etc)
- Commercially astute

About Creditinfo Group

Creditinfo is a leading service provider for credit information and risk management solutions worldwide. It has developed, through its multiple subsidiaries in more than 20 countries, numerous innovative products and services from official and customer information sources to facilitate best practices in credit risk management. Creditinfo has been shortlisted and awarded in several tenders supported by World Bank, IFC, Millennium Challenge Corporation and other international organisations. Creditinfo has headquarters in Reykjavik, Iceland, and it employs more than 400 people worldwide. Find out more at www.creditinfo.com

Next Steps

You must be eligible to work in the UK without restrictions.

If you feel this role is for you and that you can add value to the Coremetrix team, please forward a copy of your current Curriculum Vitae along with details about your expected remuneration package and covering letter to:

Clare McCaffery
Managing Director
Coremetrix
91 Wimpole Street
London W1G 0EF
United Kingdom

Email: Clare@coremetrix.com

All successful candidates will be contacted within 10 working days of application. (Sadly due to the high volume of applications we receive, we are not always able to respond directly to everyone, but we will try our very best!) Should you be successful, we will contact you to arrange a mutually convenient time for an interview at the office in London. We are hoping to offer a role to the best candidate before the end of the year and have the successful candidate join the team before the 2Q 2017 or sooner.

Closing date for applications: 30th November 2016