

# Growth Manger

Hybrid remote

OTE £120K+ Uncapped

Are you an outstanding salesperson, consistently smashing all your targets?

Do you have expertise selling SaaS in the financial services market?

If your answers are YES to both of those questions, we have an amazing opportunity for a game changing Growth Manager to join an innovative Fintech startup, which is growing rapidly.

## Experience You Need

- At least 3 years selling into the finance sector as a Business Development Manager / Growth Manager, or similar
- Selling Software as a Service (SaaS) to C-level at financial institutions in the UK & EU
- Experience in Solution/Challenger selling – not just off-the-shelf products
- Held targets of £500k - £1m
- Evidence of your achievements against financial targets in a related environment
- Regular use of recognised sales methodology such as MEDDPIC, Challenger, SPIN or Miller Heiman
- Excellent communication skills – written and oral
- Positive mindset, always striving for improvement
- Good tenure in previous roles – at least 3 years, ideally with internal promotions

## What's In It For You

- A substantial basic salary to get you started
- Scope to double your salary in commission
- Generous pension policy
- Private healthcare
- Continuous professional development and opportunities for progression as the business grows
- Working with a world class team of internationally recognised experts
- Selling a market-leading software solution B2B in the finance sector
- Hybrid working model
- Regular social events

## Desirable

- Degree educated
- Experience with credit risk
- Fluent in other languages

To apply please email: [careers@wiserfunding.com](mailto:careers@wiserfunding.com)