

<https://fintechnews.hk/job/sales-development-representative-at-fintech-news-network/>

Sales Development Representative

Description

Are you interested in the Fintech industry? Are you a great sales and marketing person? Do you like to communicate via email and to talk to clients via video or in person? Want to be able to work remotely from the comforts of your own home? Would you like to play a part in this rapidly evolving industry?

The Fintech News Network (FNN) is a fast-growing media company that covers stories and startups in the Fintech Ecosystem – i.e. Mobile Payment, Personal Finance, Bitcoin, Blockchain, Robo Advisor and Lending. FNN is present in major Fintech Hubs of the world, including Singapore, Switzerland, Hong Kong, Malaysia, Philippines, Baltic and Middle East. FNN is a lean team operating in more than 5 countries and growing.

Responsibilities

- Handle inbound and outbound emails and other methods of communication (e.g. call) with new prospects and existing customers to maximize new sales opportunities and renewals
- Seek to understand customers' business challenges, showcase FNN products and advise on the marketing solutions to address customer needs
- Work efficiently and independently, delivering good results against key performance indicators (productivity and deal volume), driving new business, as well as maintaining excellent business relationships and fostering your account base
- Work closely with sales leaders to curate proposals and offers to effectively convert prospects to clients
- Accurately record prospect information clearly and concisely in all relevant systems
- Recommend improvements that positively impact sales and efficiency, and work closely with implementation team to identify gaps within existing product offerings and ideate new products
- Support administrative tasks as assigned

Qualifications

- Minimum 1 year of work experience in media house, marketing or advertising agencies
- In-depth knowledge of online and content marketing
- Ability to speak and write in English fluently
- Proven B2B sales experience is a plus
- Great desire to learn, remain knowledgeable about the fintech industry and digital marketing products
- Excellent communication and presentation skills with the ability to comfortably communicate with customers in a clear manner to influence outcome
- Proactive, can-do attitude with a passion for sales and marketing
- Strong organizational skills and ability to collaborate across organizational teams

Hiring organization

Fintech News Network

Founded in 2014, the Fintech News Network is a fintech-focused publication with dedicated local sites across Asia and Europe. Roughly half a million fintech and financial services professionals rely on us for the latest news and insights within the fintech space.

Employment Type

Full-time

Job Location

Remote work possible

Date posted

November 22, 2022

APPLY

- Familiarity with Customer Relationship Management (CRM) tools like HubSpot or similar
- Proficiency with word and spreadsheet software

Contacts

For interested applicants, please send in your CVs to jobs@fintechnews.sg