INTRINSIC
EXECUTIVE SEARCH

VP Sales – UK

6 x Sales Manager Reports – total team of 30 (will scale to 70)

Location: Central London

Package: Depending on experience - attractive base + commission & great stock options

Unique opportunity to join one of Europe's fastest growing fintech firms in the role of "VP Sales UK".

Founded in 2008, headquartered in London with further offices in Berlin, the company employs around 130 people in the UK and has experienced significant growth over the last few years, whilst signing-up thousands of new customers in the UK with its unique, but simple Payments proposition. The company employs a highly credible Leadership team and possesses well-known investors.

Growth has been impressive, achieving over 100% in 2016 and seeking to expand across Europe in the next 12 months.

Job Overview:

Reporting into the VP Global Sales, the successful candidate will create a **highly structured** and **process driven** internal sales-machine. We are looking for someone who has led Inside Sales reps and ideally Inside Sales Managers, or someone who is ready to step up into such a role.

The company's office culture could be described as a trendy collaborative workplace and certainly not a traditional office environment.

In terms of the experience level of the Sales Staff, many of the team have recently graduated, thus this position will suit someone skilled at

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developing and leading less experienced, but highly academically- bright Sales Executives and Sales Managers. Strategic role, will work closely with other Senior Execs such as Marketing and Partner Director.

Experience and Skills Preferred:

1. Would have scaled an Inside Sales Operation from 20 staff upwards and be aware of the challenges this creates

2. High Velocity Sales across multiple verticals. Average Deal size is ARR = $5,000

3. Experience of working with Technology Partners where the sale is a component in a larger Deal.

4. Experience of Managing Inside Sales Teams particularly in roles where structure and process are crucial

5. Experience of Managing a team (>20) of Inside Sales Reps and Managers

5. Experience of Sales / Marketing Automation Tools

6. Very Process Orientated

7. Dynamic individual suited to start-up or high growth tech firms

8. Ideally a University degree

9. Able to work 5 days a week out of Central London

***Please note: We are also hiring for a less senior *"Inside Sales Manager"* (team of 6) who will report into the Inside Sales Director**

For more information, please contact Ben Watkins:
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