



Job Title: **Account Executive: B2B**

Location: **London, UK**

Job Description

Yordex is searching for a new Account Executive (AE) for our London B2B sales team. The AE will play a key role in growing the customer base for our unique FinTech solution that improves the financial health of our customers.

Yordex is a fast growing, early stage FinTech SaaS business that uniquely combines financial services (corporate cards, expense management, payments etc) with digital transformation software - expenses, invoices, suppliers, budgeting and approval automation.

Primary Responsibilities

The AE is primarily responsible for managing the entire sales cycle from demo to securing a deal and maintaining a relation with customers. AEs are a key part of the success of Yordex and carry a sales quota.

- Present and demonstrate the value of our products and services to prospective buyers through product demo's
- Evangelise Yordex' value proposition and gain a clear understanding of the prospects pain points to accurately qualify opportunities
- Confidently manage prospect objections with empathy and clarity
- Follow up with prospects several times throughout the sales cycle to to understand and meet their needs, buying process, stakeholders and questions or objections
- Negotiate pricing and discounts based on our standard terms and conditions
- Follow-up and nurture opportunities that are not ready to buy immediately
- Accurately present and report on your opportunity pipeline in weekly and ad-hoc sales meetings
- Share and develop learnings and insights from specific prospects/verticals to enhance the effectiveness of the overall sales team
- Maintaining accurate prospect information in our CRM application
- Stay current on company offerings and industry trends.
- Conduct research to identify new markets and customer needs
- Assist the Marketing and Sales Development teams in generating leads and generate leads through your own network where possible

- Develop entry level staff into valuable salespeople

What you'll need

This role is ideal for candidates who have gained a few years of experience of the B2B sales process to medium size or Corporate customers and are looking to leverage their success and skills gained to grow and develop with a start-up that is on the path to rapid success.

- 4+ years of successful sales experience in a Payments or B2B SaaS sales roles to medium-sized or Corporate customers
- Evidence of being able to achieve quota and over performance
- The ability to work under pressure, collaboratively and think out of the box
- Understand how to be empathetic and confident at overcoming objections
- Ability to understand client needs and handle the negotiation process
- Ability to build stakeholder maps and effectively communicate and manage opportunities at all levels within target prospects from junior to CXO level contacts
- Exceptional oral and written skills, coupled with excellent listening skills
- Comprehensive and current knowledge of company offerings and industry trends
- A desire to positively impact the success of our customers with innovative technology solutions
- High level of integrity and strong commitment to building a successful company
- Strong time management skills and ability to work independently as well as part of a team in a fast-paced environment
- Adept computer skills - experience with CRM and prospecting solutions preferred
- Bachelor's degree strongly preferred

What We Offer

Yordex offers a dynamic, respectful team environment where everyone is encouraged to participate, contribute their own unique angle on the world and feel valued. A flat management structure, team events, regular training, feedback and reviews are a key part of our culture.

For the right candidate Yordex offers above average remuneration, excellent commission and equity. Other benefits include company pension contributions and 25 days annual leave.

Strong performance will be well recognised and rewarded with significant career progression opportunities as Yordex grows and expands into other markets.

We are passionate about our product and we are always looking to hire smart, passionate people who are not afraid to change, challenge, ask questions, take risks and share our goal of improving the financial health of our customers.