



Senior Business Development Manager UK&I (f/m/d)

Location: London, UK (Hybrid)

This is a full-time hybrid role as a Regional Sales Manager at IDnow. As a Regional Sales Manager, you will be responsible for managing and developing the sales activities in the UK&I Region. Your day-to-day tasks will include identifying new business opportunities, building and maintaining relationships with clients, conducting sales presentations, negotiating contracts and achieving sales targets. While the role is primarily located in the London Area, there is flexibility for some remote work.

Main Role and Tasks

- Identification of potential clients in the region and actively obtaining new business opportunities.
- Making product presentations and sales presentations to confidently present the company's solutions.
- Monitoring the market and analyzing competitors to identify market opportunities.
- Reporting regularly on sales activities, sales figures and revenue forecasts in a clear manner.
- Calculating, realizing and negotiating offers and contracts, considering regulations and economic

We Offer

- **Health & Wellbeing:** Use your full access to Nilo.Health, including 1on1 sessions
- **We value personal and professional development:** use your training budget for whatever excites you the most, and benefit from a dedicated leadership training
- A supportive feedback-based culture where **respect and**

aspects.

- Monitoring sales productivity with the help of the CRM system.
- Establishing development relations with new partners, clients, etc.
- Proposing action plans in order to increase sales and obtain profit in the region.

That Describes You

- Proven experience in B2B sales, preferably in the technology industry (Experience selling to FSI customers would be highly desirable)
- Strong knowledge of the identity verification market and current trends across AML/Fraud/KYC
- Excellent interpersonal and communication skills
- Ability to build and maintain relationships with clients
- Good negotiation and presentation skills
- Self-motivated and driven to achieve sales targets
- Experience in managing a sales pipeline and conducting sales forecasting
- Ability to work independently and remotely while also collaborating with a team
- Bachelor's degree in Business, Marketing, or a related field
- Fluency in English; additional language skills are a plus

integrity guide us in what we do

- **We make your remote work comfy:** we provide support on equipment and offer flexible working hours; we help you collaborate and connect with your colleagues both locally and remotely
- Various development opportunities with your role

Challenge accepted?

Then I'm looking forward to hearing from you!

Apply Now!

Contact

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