

TRIVER

Role Description

Company: TRIVER

Role: Outbound Sales Associate

Location: London Area, United Kingdom

On-site / remote: Hybrid

ABOUT US

We power entrepreneurs with extraordinary financial tools.

TRIVER is the new breed of fintech. We harness the power of open banking and the latest technology to deliver 100% automated working capital solutions to small businesses. Our revolutionary API-first platform enables SMEs directly and via partners, access to instant capital in minutes. Our partner network has rapidly expanded, including major SME providers such as Xero and Funding Circle!

5 million of small businesses in the UK generate £1,000 billion of B2B turnover every year. SMEs continually endure £150 billion of capital shortage due to unpaid invoices on an average 55 days of payment terms. Cash flow challenges constrain economic growth and drive many business failures - impacting people's lives and the broader society.

Entrepreneurs are the heroes of the real economy, and they deserve to be well supported. We are on a journey to revolutionise financial services and create a world of extended possibilities. Now is the best time to join the adventure and make working capital financing a problem of the past for small businesses

ABOUT YOUR ROLE

You will accelerate the growth of our business

We are looking for an Outbound Sales Associate to join our Sales team, who is ready to dive in with hunger & enthusiasm, to make a real difference. Join our growing team, where you'll work closely with senior team members to achieve our ambitious revenue goals together.

You will be responsible for researching & qualifying customers to creating sales opportunities and closing deals with new small business customers.

You must be a strongly self-motivated and driven professional who is goal-oriented, creative, and tenacious, with excellent communication skills. You thrive on autonomy. If you're looking to advance your career in Sales, this role is for you.

As an Outbound Sales Associate, you will:

- Be the face of TRIVER in generating qualified outbound opportunities by researching & qualifying , through to engaging via phone, email, and social.

- Manage your own lead pipeline, ensuring personalised follow ups in accordance with the playbook to consistently close deals & hit targets.
- Keep a clean Hubspot CRM, with timely updates of all customer information and sales activities. Additionally, you will use other tools such as Lusha, Toky, and others to research & engage leads
- Become an industry expert in all things cash flow finance, staying up to date on news & trends
- Collaborate with Marketing, Partnerships & Customer Activation, and your peers to strategize your outbound campaigns and approaches.

You should apply if you have

- 2 years experience in sales development and/or account executive roles, preferably within financial services or fintech
- Results-oriented with a desire to deliver on target
- Experience in working on outbound motions for new business generation, and confident in using phone, whatsapp, email & linkedin
- Consultative sales approach for customers to listen & build trust
- Ability to manage multiple tasks and priorities in a fast-paced environment, and work well under pressure and with autonomy
- Highly organised in your day and week, to maximise your efficiency
- Proactive and driven, keeping high attention to detail
- English fluency in verbal & written communication
- Experience with managing your own CRM, preferably HubSpot

Nice to have

- Bachelor's degree in business related fields
- Knowledge of financial products
- Strong business acumen

WORKING WITH US

A low ego, high bar environment.

We are an international, diverse, and passionate team of creators, doers and innovators who want to empower entrepreneurs with out-of-the-box ideas to make the real economy thrive. We believe in unleashing talent potential and harnessing the power of creativity.

Life is too short to do uninteresting things. Challenge yourself to do things you never thought you could achieve. Be in an environment where you're respected and valued, with straightforward communication and no bureaucracy. Work hard, learn, enjoy yourself and take pride in building something special that you will always cherish.

You will join a fast-paced team of entrepreneurs who are on a mission to revolutionise the way small businesses get supported. There will be a lot of learning and sharing. It will be challenging, and it will be fun.