

Role	Sales Manager - Merchants
Team	Commercial
Line Manger	Sales & Marketing Director
Date	14 th November 2017
Full/Part Time	Full-time
Salary	£65,000 (£120,000 OTE)

Role Description

Infomedia is looking for a Sales Manager who will be responsible for winning new business from brands on an international basis. The growth of the business hinges on finding new businesses, usually with a digital product offering, that wish to utilize the reach and conversion that Direct Carrier Billing offers over other mobile payment methods. The role is therefore of fundamental importance to Infomedia.

The successful candidate will relish the breadth of responsibility required to work in a smaller organisation and will be solely responsible for all aspects of the sales pipeline, from demand generation through to the negotiation of contracts. The successful candidate will define long-term strategic goals, build key customer relationships, identify business opportunities, negotiate and close business deals and maintain extensive knowledge of current market conditions.

More specifically, the Sales Manager will: -

- Set a sales strategy, forecast sales targets and ensure they are met;
- Work with members of the Commercial team and other managers to increase sales opportunities and thereby maximize revenue for their organization;
- Liaise with Marketing to identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales;
- Prospect for new clients with the Marketing team by networking, advertising or other means of generating interest from potential clients;
- Generate, manage and prioritise a sales pipeline in order to exceed sales targets and assist the business in hitting its broader revenue/margin targets;
- Plan persuasive approaches and pitches that will convince potential clients to do business with the company;
- By working with other members of the management team, maintain a thorough knowledge of the market, the solutions/services the company can provide, and of the company's competitors; and
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.

Knowledge, Skills & Attributes

Knowledge:

- Experience of independent selling, preferably in the arena of digital marketing and digital products and services in multiple territories;
- A network of relevant contacts in business that are applicable to the Direct Carrier Billing market;
- Understanding of the mobile telecommunications, digital marketing and/or payments industries; and
- Experience of working in small and/or entrepreneurial businesses.

Skills:

- Proven ability to close commercial deals and hit sales targets;
- Educated to degree level;
- Formal training in Miller Heiman or other similar sales methodologies;
- Experience of using CRM packages to deliver business benefit;
- Highly developed written and spoken communication skills;
- Proficient in public speaking to audiences in excess of 100 people;
- Rudimentary knowledge of commercial contracts in order to review and make simple drafting changes;
- Numerate, with the ability to construct complex, accurate commercial proposals; and
- Foreign language skills, especially Arabic, would be highly advantageous.

Attributes:

- Likeable, persuasive and with strong interpersonal skills;
- Willingness to travel internationally 1-2 times per month;
- Ability to independently manage the sales cycle with a Carrier from end to end;
- Energetic, highly motivated, with an enquiring mind and passion for excellence and innovation in pursuit of business growth and success;

Company Description

Established in 1991, Infomedia has transitioned with changing consumer behaviour on the mobile platform to become one of the most trusted global players in the Direct Carrier Billing (DCB) market. The business continues to grow rapidly with unique global carrier relationships and a current reach of over 200 million customers transacting over its platform. Infomedia's revenue has grown by an average of 49% YoY over the last five years by developing new use cases for direct carrier billing, ignoring short-term traditional Value-Added Service (VAS) revenues and focusing on launching compelling new services tailored for DCB.

Infomedia has a fully-managed service offering. This allows brands and carriers to simply 'plug in and play' to start generating revenue from micropayments on mobile. Services are typically live within weeks and generating a ROI within a few months. Infomedia enables carriers to leverage their current billing system and relationship with the customer to increase ARPU (average revenue per user) and allows brands to monetise digital in a way that is suited to growing consumer trends for frictionless payments, snacking content and the micro subscriptions.

The team has ambitions to maintain its steep growth curve by further expanding internationally and enabling a broad range of brands from publishers to car parks to maximise revenue on the mobile channel. At the same time, Infomedia is committed to driving quality in the market and working with regulators to create a more modern compliance framework that allows brands and carriers to benefit from the demand for frictionless mobile payments whilst safeguarding consumers.

www.infomedia.co.uk
