



## Job Description

# US Enterprise Partner

This new position in the business arises as a critical part of Key IVR's investment and commitment to opening up the American market.

Opportunities for our secure payment solutions and IVR products and services are massive and growing. The US market is largely untapped and represents a very significant opportunity for a UK company with its own technology capability to become an international leader in their field.

It follows that this is a very significant opportunity for the successful candidate for this first appointment as US Enterprise Partner.

So, what's the role?

This job, the very first role to support the new strategy, is all about information building from what, right now, is almost a clean sheet. It's about lead generation, relationship sales, business development, and account management of the clients you can bring on board. Of course, you will be able to call upon all of the skills and resources that already exist to support the UK market, but fundamentally, you will be the front face and driver of the new US opportunities. And, as the US market unfolds, you will be able to show the way for additional US Enterprise Partners in due course.

You will already be able to demonstrate successful Relationship Sales, B2B Sales and Business Development experience in one or more of the following, or similar, Fin Tech, Merchant Services, Card Payments, SaaS, CRM, Software, Telephony, Back Office Systems, industries.

Ideally you will also have had

- experience in a similar UK based, US facing / business development or sales role
- finding and opening up US Partnership opportunities for the senior leadership team to develop

As this role is focussed on US markets hours will be managed flexibly to ensure adequate coverage of different time zones.

If you are light on any of these but you have the confidence to explain and convince us that your knowledge, skills, experience, drive and hunger are still a great fit for this pioneering role which is all about lead generation, business development and delivering sales, and creating partnership opportunities, then of course, please get in touch.

Whatever your background, you will most certainly not be the kind of individual to need any hand holding and you will be able to explain very precisely what you are going to do to drive US sales for Key IVR.

**Key IVR Limited**, 8 Durham Lane, West Moor Park, Armthorpe, Doncaster, DN3 3FE

t. +44 (0) 1302 513 000, [sales@keyivr.com](mailto:sales@keyivr.com), [www.keyivr.com](http://www.keyivr.com)

Company Registered in England No. 6512297, GB VAT Registration No. 937 0404 35

As the first into this role, your efforts and success in consistently introducing and converting US prospects into paying customers is going to very visible across the company. To be successful you will already or will be

- A proven, confident, self-starting sales and business development person first and foremost
- Able to clearly demonstrate your previous sales success (finding, engaging with, converting, closing and nurturing prospects and clients and further developing your accounts) ideally in a B2B environment
- Happy to work independently
- Self-motivated
- Proactive
- Target driven
- Competitive, as well as
- Collaborative with other team members and happy to share the wider team's success as much as their own
- Tenacious
- Resilient
- Disciplined, Well Organised with excellent Time Management skills
- Engaging and Curious
- An intelligent, quick thinker
- Culturally aware
- Present professionally on a personal level
- Skilled in giving business presentations to corporate clients
- Thrive on being an important member of the wider business critical, highly visible sales team with highly visible results
- Have an infectious enthusiasm for the sales effort, someone who "can build the giddiness of the team!"
- Able to contribute to even further developing the strong culture of delivery which already exists within the team and across the company
- Ambitious for further career and personal development in a company that has significant scope for future growth and success

Underlying all of this will be relevant sales, industry, partnership background and US sales experience. And an existing network of US prospects for our products and services will also be helpful.

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Comprehensive training will be provided on our products and services to enable successful candidates to fully engage with prospects.

Salary to £30K - £35K per annum; OTE commission £25K (uncapped)

### **How to Apply**

Please email your application to [careers@keyivr.co.uk](mailto:careers@keyivr.co.uk). No agencies please.

### **Background:**

Key IVR is an industry leading SaaS business, already a market leader in the UK, with the potential to dominate the customer payment solutions and IVR services technology space internationally. To underpin planned, massive, growth, the company is seeking to appoint a number of high calibre individuals right now across a number of, mainly already existing, roles.

Job Posted: October 2018

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