

**Themis Job Description**  
**Business Development Representative**

<b>Department:</b>	Sales & Marketing	<b>Location:</b>	GCC Area
<b>Reports to:</b>	Head of Sales - MENA	<b>Role Type:</b>	Permanent / Flexi-work options available
<b>Reported to by</b>	N/A	<b>Position:</b>	Business Development Representative
<b>About Themis:</b>	<p>Our goal is to reduce the global impacts of financial crime.</p> <p>Themis helps clients and members identify and manage their specific financial crime risks, through a combination of insight, intelligence and innovation.</p> <p>Financial crime is a very real and evolving problem. It has been described as “a cancer on our society” and “an issue of international security.” Not only is the scale of illicit activity in the trillions of £s, but the impact on all of our businesses, the economy and society is profound.</p> <p>Our cutting edge platform helps organisations understand these strategic threats through an ESG and socio-economic lens and protects their customers, staff, suppliers and shareholders from criminal attacks or association.</p> <p>In this way, we are fuelling sustainable change in the public and private sector.</p>		
<b>Impact:</b>	<p>Themis is a socially responsible business that aims to reduce the impact of financial crime through its day-to-day business; increasing awareness, improving capabilities and driving long term cultural change across the private and public sectors.</p> <p>We are a purpose-driven business and are working to meet the highest standards of verified social and business performance, public transparency, and legal accountability to balance profit and purpose.</p>		

<p><b>Job purpose:</b></p>	<p>As a Business Development Representative (BDM) for the Themis Innovation (technology) arm of the business, selling into the GCC region, you will be responsible for generating new business ARR across the verticals and regions as defined by the Head of Business Development MENA. Our TAM is extensive and includes Financial Services, Industrials, Gaming and Real Estate, to name a few, giving a BDM a clear pathway to success in growing their territory, using their extensive sales experience and Financial Crime industry knowledge.</p> <p>This is a fantastic opportunity for a hungry, driven BDR with a hunting and winning mentality with the desire to make their mark on a fast growing scale-up in the B2B FinTech SaaS space!</p> <p>We are looking for people who will relish the opportunity of working:</p> <ul style="list-style-type: none"> <li>● In a purpose-driven organisation looking to disrupt the anti-financial crime technology market</li> <li>● With a team of talented and enthusiastic professionals</li> <li>● With clients to help them protect their businesses from financial crime through the use of the latest technology.</li> </ul>
<p><b>Responsibilities</b></p>	<ul style="list-style-type: none"> <li>● Drive ARR through the successful sale of new business</li> <li>● Originate and manage new business opportunities primarily within Financial Institutions across the GCC</li> <li>● Develop and grow a robust pipeline of potential deals</li> <li>● Articulate our value proposition to your prospect base</li> <li>● Demo our product professionally and skilfully</li> <li>● Have first class sales discovery skills to identify key client pain points and position the benefits of Themis as the product of choice to resolve their business challenges</li> <li>● Understand our product suite and articulate the USP's of all of our modules</li> <li>● Partner with the SDR's and implement sequences/cadences to find good potential leads.</li> <li>● Share with the Product Development team the market demands for product enhancements</li> <li>● Use HubSpot as your sales accelerator</li> </ul>

<p><b>Experience required:</b></p>	<ul style="list-style-type: none"> <li>● Our ideal candidate is 100% sales focussed and driven towards over-achievement</li> <li>● A track record of overachievement in your current role</li> <li>● Experience in financial crime would be a huge advantage but not essential</li> <li>● Experience in working in a startup environment would be an advantage but not essential.</li> <li>● You have 1 - 3 years of professional experience in a similar position</li> <li>● Experience of either using or selling different financial crime and compliance systems in the market would be a distinct advantage.</li> </ul>
<p><b>Abilities &amp; Skills Required</b></p>	<ul style="list-style-type: none"> <li>● Outstanding, demonstrated sales skills alongside oral and written communications skills;</li> <li>● Be a self-starter with a creative mind in managing their territory</li> <li>● Be passionate about Financial Crime and how our technology can help our prospects overcome their challenges</li> <li>● Have a high EQ to allow you to understand and empathise with the challenges our prospects face</li> <li>● You are results-driven and KPI-focused, ready to take ownership of your responsibilities</li> <li>● You thrive in a fast-paced, high-growth environment</li> <li>● Interpersonal skills and the ability to develop working relationships both inside and outside the organisation</li> <li>● You have impeccable written and verbal communication skills in English</li> <li>● Energy, drive to achieve and personal accountability</li> <li>● A financial crime qualification would be beneficial, but is not a requirement.</li> </ul>