

Rippleshot

Job Description for Enterprise Sales

Who We Are:

At Rippleshot, we fight fraud. We are motivated every day to protect the financial security of our customers. We use artificial intelligence, machine learning, predictive analytics, education, lots of hard work, and even the kitchen sink if we have to, to prevent fraud and help our customers succeed and achieve their goals.

We are changing the way the industry manages risk and, so far, have earned the trust of over 500 banks and credit unions to help their customers feel more secure.

Why Work With Us:

We support each other. We love learning. We take risks. We innovate. We like to collaborate and encourage each other in our goals and career aspirations. We are data scientists, engineers, financial analysts, runners, rowers, cyclists, amateur magicians, and would-be chefs. We are fond of bad puns, silly memes, and lots of laughs. We hire nice people. We want you to have the opportunity to expand your horizons, to challenge yourself, to impact our customers, and to influence our company and culture.

What Is Enterprise Sales @Rippleshot?

We have an Enterprise Sales role unlike any sales role you've done. We are looking for someone to find, educate and bring channel partners to resell & promote the Rippleshot platform to financial institutions. At the same time, engaging with individual banks and credit unions creating awareness and education around the solution. It is a push - pull method as our channel partners have a one to many approach while we educate the market.

What Does a Day in this Role Look Like:

- Build, manage, and execute an enterprise territory plan; including educating the market about the impact of Rippleshot fraud prevention solutions
- Research and prospect accounts using the latest prospecting strategies & tools
- Learn and present Rippleshot solutions to new qualified channel leads
- Work full-cycle deals from sourcing to qualified to close
- Negotiate contracts while navigating complex enterprise channel selling environments
- Once new channel partners are successfully landed, expand throughout the account / channel partner
- Forecast sales activity and revenue achievement while creating happy and referenceable customers

* Travel up to 50% (when safe to do so)

About You:

- 4+ years of proven experience working in startup or channel sales
- Proven experience & knowledge in card processing, CUSOs, credit leagues and how financial institutions buy via partners
- Excel in a high-paced and high-growth startup sales environment where not all sales materials and/or training modules exist (yet).
- Be curiously self-coachable. You should want to learn about the business and our customers' businesses, and also how to communicate and sell without having to be micromanaged or walked through a 6-week intensive training class.
- Be flexible in learning and presenting. We are a VC backed startup, so our strategies evolve and adapt; you should be comfortable with that. We don't make changes for the fun of it, but because we've found better ways.
- Ability to run a full sales lifecycle, start to finish, within the enterprise segment. You should be able to source, qualify, and close deals. We'll help you, but you should be awesome at the fundamentals.
- Experience uncovering pains and company priorities to clearly understand what opportunities are real vs wished. This is how you will make your money. If you are good in this area, you will be successful at Rippleshot.
- Resourceful at identifying and utilizing internal resources (sales development, subject matter experts, etc.) to help you find and close opportunities. We don't expect you to know everything, we have a smart team to help you.
- Superb listening skills and the ability to build meaningful relationships including at the C-level. Listen more than speak. Understand first, so you can take strategic action.
- Strong desire to engage with, learn from, and contribute to, a rapidly-growing, collaborative sales team.

Commitment to diversity, equity, and inclusion

Rippleshot embraces diversity, equity, and inclusion in a serious way. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. We believe that the more diverse opinions and perspectives we have, the better our work will be and the better we can serve our customers.

Interested?

We read every email and resume we receive at jobs@rippleshot.com. Drop us a line and tell us why you would be a great fit for our team. Please include a link to your LinkedIn profile and the best phone number at which to reach you. We will respond within two business days.

Benefits

- Competitive salary
- Health insurance

- 401k
- Stock/Equity Options
- Flexible schedule to adapt to today's work/life challenges