

Sales Manager

Risk Ledger is seeking Sales Managers to join our London based core team. The managers will be responsible for the full lifecycle of clients from identifying prospects, closing deals and ongoing account management. They will play a pivotal role in the sales and marketing strategy of the company, and will also get to shape the product through regular product briefings with our tech team. They will be working directly with our CEO.

We are looking for individuals who have a background in security risk management who are eager to move into a sales role, or who have a background in B2B sales. To succeed in this role we expect the candidate to have between 1-3 years' work experience.

Requirements

- You'll be expected to drive sales in a defined set of accounts to meet or exceed revenue targets;
- You'll have 1-3 years work experience;
- Your experience is ideally in cyber security or B2B technology sales;
- You love talking and interacting with people and uncovering how you could help them;
- You're comfortable cold calling/emailing to grow your pipeline;
- You're able to think strategically and maintain long term business relationships;
- You have a strong interest in technology and love learning;
- You're able to work in our London office next to Old Street.

What you'll be doing:

- Generating sales leads through customer outreach and utilising industry networks;
- Acting on sales leads to engage the customer and deliver sales;
- Advising customers on security assurance and helping them to achieve success with our product;
- Advising organisations on our platform on all matters cyber security to help increase their security posture and maturity;
- Help to onboard organisations onto the Risk Ledger platform;
- Help to write and maintain our security knowledge base;
- Report into the CEO and help to deliver any tasks that may be required of the business team.

You'll be fundamental in helping the company to deliver sales, manage operational tasks, and reporting progress to our CEO and investors. Alongside this you'll need to be willing to roll up your sleeves and get involved with all the other day to day activities that small teams have to perform, right down to the occasional bit of tech support.

Ideally you'll have a background in vendor risk management or cyber security risk management and already know your way around an assurance programme, but energy, enthusiasm and the ability to learn are as important as experience, and a little entrepreneurial spirit wouldn't go amiss. As much as we want someone to deliver, we want them to come with their own ideas, and help us experiment to find the right strategies.

Benefits:

- The autonomy and flexibility you need to deliver the work as you see fit;
- The opportunity to get involved with, shape and lead the entire process of marketing strategy design and implementation;
- The equipment you need to get the job done;
- All the learning resources and books you want to aid in your personal development;
- Generous EMI stock options;
- 32 days of holiday a year - take a break, enjoy yourself!
- Up to an additional 30 days of unpaid leave a year to use as you wish;
- Private health insurance;
- Regular socials to unwind and have some fun.

About Risk Ledger:

We're a London-based startup, providing an assurance platform to help secure the breadth and depth of supply chains. With over 60% of data breaches occurring through the supply chain, our platform completely changes the way that companies identify, measure and mitigate security risks for themselves and their suppliers. The product we're building will be used to secure companies across the globe.

Risk Ledger is backed by multiple high-profile VCs, including Seedcamp, Village Global and Episode1. Currently a small team, we're looking to expand rapidly, and this is the perfect opportunity to put your stamp on a fun, fast-paced, early-stage startup. We are currently based in the Campus London building, near Old Street and Moorgate.

Get in touch by emailing jobs@riskledger.com with an introduction and CV.