

Enterprise Sales

Who we are

We are a sustainability-driven FinTech firm on a mission to connect all investors to their own investments.

Tumelo is an angel investor-backed, financial technology firm building software that will educate and empower investors all over the world.

We partner with UK's largest investment and pension platforms, empowering them to provide their investors with **transparency** over the companies they own and a **shareholder voice** on issues they care about, whether that be gender equality, human rights or climate change. We build APIs and beautiful user interfaces to deliver a totally unique user experience. We give platforms better engagement, acquisition and retention, coupled with the power to create a sustainable investment system for us all.

We're a close-knit, ambitious team. Based in and around the South West, we work in an agile manner; championing transparency and flexibility while prioritising open communication. We love food, rounders, board games and team holidays (like painting and cliff jumping in Devon).

Our Vision: To give every investor a voice.

Our Mission: To empower platforms to engage investors.

Our Values:

1. We do our best work to achieve our vision
2. We pull together to achieve more for users & customers
3. We are masters of prioritisation
4. We adapt relentlessly
5. We give each other feedback to move each other forwards
6. We trust each other to drive towards success

The Role

Tumelo doesn't have pricing sheets; reams of sales collateral; a well-oiled, integrated process; or a flashy marketing team. We do, however, have **industry-leading customers who love our product, heaps of energy and the opportunity of a lifetime ahead of us**. We are looking for a superstar to become a foundational team member, enable our sales engine and drive us towards success. You will be selling to investment platforms and pension providers.

You will work within our sales and marketing team to

1. Generate new sales opportunities in the UK and abroad
 - Research and validate new market opportunities.
 - Using networks, LinkedIn, webinars, cold-calling
 - Develop the product pitch; improvising on the spot and adapting as you go.
 - Work creatively with design to develop sales materials.
2. Nurture sales opportunities into prospective clients with strong relationships
 - Identify internal champions.
 - Work collaboratively with customers on vaguely defined problems to understand pain, determine ROI and access decision-makers.
3. Move prospective clients through proposal, negotiation and contracting phases
 - Work with stakeholders; steer procurement processes; close deals.
 - Feed requirements back to Tumelo's in-house product team
4. Work with Tumelo's implementation teams to deliver our solution
 1. Drive procurement processes.
 2. Liaise with Tumelo's technical team to fulfil due diligence requirements
 3. Plan technical integrations
5. Maintain long-lasting, productive client relationships
 1. Deliver insights to our product team and facilitate customer discovery to develop product-market fit, evolve the product roadmap and adapt customer messaging.

Who you are

- You have previously sold to large, professional enterprises
- You have experience in a pre-product or bespoke sales environment
- You have operated across the sales cycle including lead gen, prospecting, qualification, close & account management
- You have built and adapted your own voice and way with customers
- You have worked closely with product teams to deliver customer feedback and develop the product roadmap.
- You are passionate about our mission
- You're comfortable working in a technical team that deals with ambiguity every day
- You appreciate the power of good communication and the importance of feedback
- You are hard-working with a hands-on attitude; you can handle high pressure and tight deadlines.
- You flourish with autonomy and independence.
- You have the flexible attitude required in a start-up environment, and the capacity and willingness to learn and adapt relentlessly.
- You can reflect and dream big.
- You are not afraid to ask for help when you need it.
- At the time of starting your employment, you must have permission to work in the UK.

It takes all kinds. We are trying to build a team that can conquer every challenge, speak every language, and understand every user. We have an ambitious mission to change the world so we hope to lead by example with a diverse and inclusive team that reflects the world we want to see.

Why Tumelo?

If you're such a superstar, we recognise you can probably work anywhere you want to. But working here, you'll grow more than you would anywhere else; you will join a team who will appreciate you every day; your contributions will genuinely change our business outcomes; and you will be proud to make a lasting, positive impact on the global investment system. And with that, we hope to hear from you!

The finer detail:

- Full-time role preferred
- Flexible hours (core hours of 10-3)
- Flexible working from home with 8 days/month in Bristol office
- Generous company share scheme
- Competitive salary based on experience
- 5% employer pension contribution
- Flexible holiday policy of 33 days incl bank holiday

Application details

Recruitment process:

- Initial application:
 - CV
 - A covering note detailing the life experience that makes you amazing; why you're good for us; and especially why we're right for you.
- First interview
- Task & presentation
- Second interview

There will be opportunities to ask questions throughout. If Tumelo sounds like a bit of you and if you are excited to ride this rollercoaster alongside us, then please apply at recruitment@tumelo.com

Start date: ASAP