

Senior Sales Executive – Job Specification

Position: Senior Sales Executive
 Status: Full-time and Permanent (after 3 month probation period)
 Function: Business Development
 Remuneration: OTE c £100000
 Start: ASAP
 Work environment: Hybrid (mainly from home and periodically Office in Farnham, Surrey UK)
 Reports to: Commercial Director
 Minimum Requirements:

- Fluent English
- At least 2 years' experience in DCB/MVAS sector
- Proven track record in Sales, in particular pitching (at C suite level)
- Proficient knowledge of all main Microsoft tools including SharePoint, Teams
- Ability to travel internationally

Preferable Requirements:

- Analytical
- Proficient technical ability
- Cyber security/Fraud protection solution experience
- SaaS Sales experience
- Fluent in French or Spanish

JOB DESCRIPTION
RESPONSIBILITIES <ul style="list-style-type: none"> • Pushing sales drive into Direct Carrier Billing (DCB) sector, in particular Mobile Operators and Payment Aggregators - worldwide (regions to be agreed) • Work with the Sales Team to develop effective sales strategy and partnerships • Analyse market trends and competitive benchmarking to assist in the formation of the business development strategy for required territories • Assess customer needs to provide thought leadership into MCP's existing and new products range. • Present orally and formulate written documentation to aid sales process. • Key account management for closed accounts. • Prepare performance reports and business cases as required by management

Strong opportunity to fast track into leadership role, subject to results. MCP operate a flat management structure to aid quick, informed decision making. We are proud of our very low employee churn over the past 10 years.

To apply please send CV and cover letter to Declan Pettit – declan@mcpinsight.com

About MCP

MCP Insight was founded in 2014 to help our customers manage regulatory risk and protect them and their end-users from mobile payments fraud. Our products have a global reach, but are currently focused on Europe, Africa, Middle East and Latam.

Our main product suite consists of:

- **NET/SCANNER:** Advert & Payment compliance monitoring; providing clients with a complete solution to manage their due diligence and risk controls on partners
- **SHIELD:** Real time fraud detection
- **VERIFY:** Independent payment verification of user purchase
- **TRENDS:** Competitor benchmarking/market trends

Since our inception, we have built a reputation for being a market leader in the carrier billing (DCB) and value added services (VAS) industries, providing our customers with market intelligence and guidance to protect their revenue and support sustainable growth.

Our clients include Regulators, Payment Processors, Mobile Network Carriers, Aggregators, Content Providers and large Merchants.