



<https://fintechnews.ch/job/b2b-saas-sales-business-development-part-full-time-on-site-remote-eu-efta-uk-only-at-rivero/>

B2B SaaS Sales & Business Development (Part/Full Time, On-Site/Remote) – EU/EFTA/UK Only

Description

Rivero works in product-based, small and interdisciplinary teams. The team is ambitious and excited about the mission. The company knows that there are many exciting challenges ahead, but the teams are excited and force themselves to do difficult things because only then can everyone learn and grow.

Rivero is wary about being overconfident and having blind spots. Rivero gets engaged with customers on an emotional level. Rivero listens to them with empathy and intelligence to truly understand and address their problems and their viewpoints.

Rivero is radically transparent in communication with each other and at the same time open-minded to questions, informed comments and grounded disagreements.

The team believes it is OK to make mistakes but unacceptable not to identify, analyse, and learn from them.

Responsibilities

Rivero has two SaaS products with several customers across Europe. The hiring team is looking for a passionate person to join the sales and business development team and support the founders in expansion of Rivero's market footprint in Europe and later globally.

You'll be a good match for Rivero's team if you have great experience doing the following::

- Identify, prioritize and approach prospects that can benefit from Rivero's products
- Sell B2B/enterprise SaaS products to issuers, acquirers and service providers across Europe
- Manage and keep the sales pipeline and CRM updated
- Prepare quarterly sales & revenue forecast
- Work closely with the marketing team for lead generation activities
- Work closely with the product & delivery teams to ensure customer satisfaction

Qualifications

- You have relevant experience in B2B sales mechanics
- Experience in selling B2B/enterprise SaaS products to customers in regulated industries is a plus
- You are ambitious, competitive and result-oriented
- You thrive in a fast-paced, diverse and entrepreneurial environment
- You are a strong communicator (interpersonal, verbal, presentation, written, email)
- You have an excellent command of English. Fluency in other European languages is a plus

Hiring organization

Rivero

Rivero Ltd. is a privately held company based in Switzerland, with a strong focus on the payments and card industry. Rivero provides SaaS solutions for all players in the card payment ecosystem such as issuers, acquirers and FinTechs.

Employment Type

Full-time

Job Location

Zurich, Zurich, Switzerland
Remote work possible

Date posted

January 5, 2023

APPLY

- Having a good understanding of the (card) payment industry and the ecosystem is a plus

Job Benefits

- Great office in a historic building (2min from Oerlikon station, right next to a park, with a friendly Barista in-house)
- Ability to learn and grow – Rivero cares about enabling Rivero's team to become better every day. Rivero's Friday academy sessions cover a wide range of topics to learn and grow.
- Friday happy hours – After a week of hard work, the team enjoys having a drink together.