



RegTech Associates is a research company, and we use our analysis to provide strategic insight and advice to our clients. Our industry and regulatory knowledge is underpinned by research with data on over 1500 RegTech products.

We are a young company with an experienced and knowledgeable team so there is plenty of opportunity for learning and building skills. We work closely with CEOs and Founders of start-up and scale-up technology companies to help them grow their businesses. We partner with our clients throughout the product and company lifecycle, from design through to commercial strategy and sales. We spend a lot of time with regulated firms in financial services to understand their regulatory problems and how technology can help solve them. We also collaborate with leading regulators to perform research, foster dialogue, and facilitate industry collaborations across a number of regulatory issues.

We are looking for a **Sales & Data Support Analyst** to join our team.

Our clients are at different stages of growth and we work with them on both a project and retainer basis. Our portfolio of clients is growing rapidly and we are seeking to augment our team. We pride ourselves on the high quality of our client work, which we deliver iteratively and in partnership with our clients. The majority of our sales to date have been the result of inbound leads but we are now at the point of scaling our sales activities, with a focus on informing and engaging with potential buyers. In addition there are many potential buyers of our clients RegTech and RiskTech solutions who are interested in our insights. We look to attract both of these types of people via our sales and marketing activities.

This full-time role will be office-based (central London Office) with an option for hybrid working . The main objective will be to take on the day-to-day management of our customer, sales and client data. The right candidate could progress into a more sales focussed role as the company grows.

Specifically you will:

- Report to the Head of Commercial (CEO is acting in this role)
- Manage relevant contact and company data in our CRM used for outbound sales and communication purposes
- Research new contacts using a variety of data sources, connect with them and build relationships according to our specification
- Segment the contacts into the appropriate group for further contact
- Maintenance of all contact and company data
- Build lists of contacts for use in regular and project related sales and marketing campaigns
- Work with the delivery team to acquire contacts and build lists that support specific projects according to their specific needs



- Monitor performance of sales and marketing campaigns and nurture / update details of engaged contacts for various purposes.
- Work with the Commercial function to manage and qualify leads matching our ideal customer profile
- Work towards being able to conduct lead qualification meetings

This role will be perfect for you if you:

- Have 1-2 years of experience of working in a sales support role
- Have experience working with Hubspot CRM
- Already possess the knowledge or have an appetite to work with financial services organisations, technology vendors and other players in the RegTech and RiskTech ecosystem
- Have an interest in learning more about different roles within different industries
- Are comfortable working within a less structured environment and thrive under pressure.
- Are well organized and able to manage multiple workstreams at the same time
- Can demonstrate experience of working in a fast-paced environment, ideally a start-up or scale-up
- Are tenacious and have good attention to detail, priding yourself in the quality of your work
- Bring to work a positive attitude and an interest in building your career
- Love to get stuck in and get your hands dirty. We are a small team and everyone's voice and input is valued
- Relish being challenged and getting involved in projects outside of your core role when needed

This opportunity is ideal for a bright spark looking to make their next career move - possibly from a data analyst or sales role into a smaller, more agile and fast-moving company with a culture that encourages change, learning and personal development. The person who fills this role will be important to the growth of RegTech Associates, helping us to meet our revenue and profitability targets.