

Sales Director – North America | December 2024

What we do...

AML Analytics are world leaders in the testing and validation of sanction screening and transaction monitoring systems used by financial institutions in the regulated sector, crypto exchanges and virtual currency businesses.

Our solutions establish the effectiveness and the efficiency of sanction screening and transaction monitoring systems to help a financial institution meet regulatory requirements, minimise exposure to financial crime risk and ensure robust anti-money laundering (AML) and counter-financing of terrorism (CFT) controls are in place.

AML Analytics also assists financial regulators around the globe with Thematic Reviews using our solutions to test and validate the AML/CFT systems of regulated entities.

Team members work hard, take ownership and strive for excellence in all that they do. This has resulted in the rapid and continued growth of our business around the world.

Who we are...

- Trustworthy. We are relied upon: dependable, respected, honest.
- Confident. We are leaders: assured, influential, experts.
- Pioneering. We are trailblazers: edgy, ground-breaking, innovative.

Due to rapid and continued growth, the unique and exciting role of **Sales Director – North America** has become available at our thriving and dynamic company. The AML Analytics Head Office is located in West Tytherley near Salisbury in the UK, but this position will be based in USA or Canada. We offer a competitive package in the market and personal development opportunities with the International Compliance Association.

The successful candidate will report to the Managing Director – Americas and be part of a team covering the Americas Region.

The Role

We are looking for nothing less than a high-energy hunter with proven business acumen and sales skills. This role is critical in identifying, qualifying, managing and closing new sales opportunities for our entire range of AML solutions.

You will possess unique regulatory and financial crime compliance requirements, regardless of the sector you operate in, and you will be responsible for managing existing business as well as developing new sales opportunities through research, qualifying and cold calling.

As the first point of contact with prospects, you will be building and maintaining a relationship by understanding their business, gaining access to key decision makers and engaging them by providing a consultative approach.

Once opportunities are identified, you will take control of and drive the entire sales process from end-to-end, including seeking assistance and support from subject matter experts when required.

Responsibilities

- Develop and maintain strong knowledge of our AML RegTech and SupTech solutions.
- Research target customers, identify key contacts and generate interest.
- Source new opportunities through prior contacts, cold calls and campaigns
- Conduct fit-gap analysis with financial institutions to assess fitment between their requirements and our solutions.
- Conduct client demonstrations that are tailored to meet the specific requirements and business needs of the client.
- Independently drive sales opportunities from end-to-end.
- Track and update all pipeline activity using company mandated tools.
- Requirement to travel frequently to meet clients across the entire North America region and attend industry events.

Experience and Skills

- Minimum of 5 years in a direct sales role with demonstrated cold calling experience, with an emphasis on selling AML / Compliance services and software to financial institutions
- Minimum of 2 years specifically in Compliance
- Prior sales relationships with MLROs, Heads of Compliance or Chief Risk Officers and decision makers across all financial institutions across the North America region
- Sound knowledge of AML / Compliance regulations both regionally and internationally
- Strong understanding of financial crime and common money laundering typologies
- Demonstrated ability to independently meet and/or exceed sales quotas and sales activity levels in prior roles is a must
- Effective negotiating skills
- Strategic product management, complex legal and commercial negotiations, ground up market development
- Experience building and cultivating long term relationships with new and existing customers by initiating communications and conducting follow-up communications in order to move opportunities through a vertical market
- Ability to develop statements of prospect requirement based upon active questioning

Personal Qualities

- High level of focus and energy
- Ability to sustain a high level of quality, even when working under pressure
- Ability to make concise recommendations to Senior Executives
- Excellent written and verbal communication skills
- Excellent presentation skills
- Strong analytical skills
- Strong social skills – must be able to work effectively with people at all levels, including the Global Leadership team

If you are interested in this new, exciting and rewarding role, e-mail Bradley Allen, Managing Director - Americas at careers@aml-analytics.com to include your CV, highlighting your education, experience and skills AND a covering letter explaining why this role is for you.

The closing date for applications is Wednesday 22 January 2025.