



Job Title: Technical Pre-sales

Direct report to: Sales & Commercial Team

Location: London Bridge / Winnersh (Reading) / Working remotely to suit you – but within easy reach of London and/or Reading for client meetings and office days

Package: commensurate with the seniority of role including bonus plan and share options which are part of an HMRC approved scheme.

Artesian:DueDil – do better business faster

In September 2021, Artesian and DueDil merged.

"This exciting merger announcement brings together two exciting UK Fintechs both of which play a key role in the broader NatWest Group. Artesian providing client relationship intelligence for our frontline and business development teams and DueDil with their integration with Mettle helping us completely automate business account opening. I am looking forward to seeing what the combination of the two great innovators will bring"

Ian Isaac Managing Director – Lombard

Artesian is known for its strong in frontline engagement capabilities, bringing engagement insights from social and news and a powerful rules-engine to manipulate data to create engagement signals delivered through an appealing web interface.

DueDil is strong in middle and back-office automation, with a powerful data-ingestion, augmentation and enrichment engine that focuses on delivering compliance information via an API.

The new company provides automated compliance and intelligence solutions to customer-facing channels in B2B Financial Services. By combining real-time company insights and a flexible, low-code rules engine, Artesian : Duedil helps its clients do better business, faster.

Do better business, faster.

Find the right Customers

Pinpoint the Customers you want based on risk profile and opportunity - use insights to get them talking about the things which are important to them

Onboard faster

Frictionless straight through onboarding with robust compliance and audit

Keep your Customers for life

Real-time insights and continuous in-life monitoring to identify risks and opportunities and assist with customer remediation

The only platform that links customer engagement, acquisition, onboarding and remediation

Our merged company serves over 600 customers including the UK's leading banking, financial services and Insurance clients such as:

600+ customers impacting millions of businesses

Banking, Financial Services & Insurance

Banked :			

Artesian:DueDil have strong financial backing from Octopus Ventures, Notion Capital and Augmentum FinTech with a seasoned team of Founders who have successfully built and exited multiple start-ups in the past. Our Angel investors include Dr Steve Garnett (ex. EMEA Chairman of SFDC) and Stephen Kelly (ex. CEO of SAGE).

Check us out at <https://www.better-business-faster.com/>

Key Responsibilities of this role

- Run requirements workshops with both business and technical audiences, to help quantify desired outcomes and map to our solutions
- Work with the extended Sales and Technical teams to identify and measure potential value for Artesian:Duedil solutions
- Evolving the pre-sales function to deliver more value to our clients and serve as a key contributor in the continued development of the API and Connect product lines.
- Demonstrate software in a way which links our solutions to customer requirements
- Run the pilot process for our technical products (API and advanced Connect)
- Build value-based ROI business cases to justify large investments
- Enable implementation partners
- Guide customers through the early stages of implementation
- Qualification of requests from Sales
- Build industry-specific demonstrations
- Liaison with Product Management and Development
- Competitive and Market Research to enable us to stay in tune with the market

Day to day tasks will involve huge diversity, from demonstrating software and innovating with the engineering team, through to understanding prospects systems and organisational dynamics to assess the fit and scope of integration and implementation projects.

In terms of the more technical aspects of the role you will be skilled at digesting business requirements and liaising with development teams to help convert client requirements into realistic technical solutions.

You will need to have experience of working with APIs the practicalities and limitations of third party data integrations and maintain a good grasp of current technologies and methodologies around SaaS software platforms and general systems integration techniques. Experience working with CRM systems such as SFDC and MS Dynamics would also be useful. You won't be spending much time coding but need to be able to talk credibly with people who do.

The role involves helping to guide client organisations and teams through our sales process by developing and presenting innovative, yet solid, business cases. By understanding current processes and business goals, you will quantify and articulate the benefits of the Artesian:Duedil Platform to senior sponsors and help drive positive change in their organisations.

We currently run 4-8 pilots/software trials per quarter with a success rate of 89%. We are continually refining this process so you will also work closely with the sales lead to refine the pilot process.

Our ideal candidate will have:

- Strong organisational skills – ability to coordinate multiple internal and external stakeholders
- Articulate, confident interacting with senior executives as well as technical teams
- Experience in the FS market, particularly Banking and Insurance
- Previous exposure to Fintech, Regtech, Financial Services, KYB, KYC or AML is preferred.
- Ability to position APIs and build demonstrations to show them to their best ability.
- Software development experience in a modern programming language – enough to be able to work with developers and build/enhance demos (Javascript, Python etc).
- Know enough about SDLC, infrastructure and security to hold a trust-inspiring conversation with customer IT departments
- Entrepreneurial spirit or experience of working for start-up/early stage companies
- Excellent presenter and author of presentation materials
- Experience working with Tier 1 and Tier 2 banks – Natwest, Lloyds, Santander, Barclays and HSBC are all customers, and any experience of working with these organisations would be a distinct advantage.
- Proven track record of success in similar roles
- Understanding of sales methodologies (we use MEDDIC and SPIN)
- Understand Value sale vs Feature sale
- Desire to learn, develop and progress
- Driving licence revenue is desirable
- A degree or suitable professional qualifications

How to Apply

If this role sounds like you, please send your CV to people@artesian.co