



<https://fintech nordics.com/job/business-development-representative-at-inpay/>

## Business Development Representative

### Description

Inpay is looking for an enthusiastic and ambitious Business Development Representative to join Inpay.

You will report to the Head of Financial Institutions and be responsible for qualifying, maintaining and growing leads, and acting as the liaison between FI Sales team and Marketing.

The position as BDR gives you a unique opportunity to gain experience from the fastest growing company in Denmark and impact the world of finance.

### Responsibilities

- Managing sales representatives lead flows
- Qualifying leads from marketing campaigns as sales opportunities
- Delivering feedback to Marketing team on the quality of leads
- Conducting conversations with potential leads via email and LinkedIn
- Researching potential leads
- Working with CRM system
- Collaborating with Product team on market intelligence
- Contributing to optimizing of how Inpay brings value to the target segments

### Qualifications

- A minimum of 3 years' experience in business development/sales/sales operations
- Experience in working with CRM systems
- Experience within payments/fintech is ideal, but not essential
- Passionate about helping develop a growing sales and account management team
- Proactive and service minded
- Excellent stakeholder management skills

### Hiring organization

Inpay

Inpay offers low-cost, fast and secure multi-currency cross-border payments to 100+ countries as an alternative to SWIFT wire transfers.

Established in 2008 and headquartered in Copenhagen, Denmark, Inpay is an authorized payments institution, regulated by the Danish FSA, with license passported across the EEA (European Economic Area).

In 2018 Inpay acquired Eurogiro A/S – the global payments infrastructure of postal institutions, postbanks and financial service providers .

With a network of 100+ countries, Inpay's smarter solution can help you accelerate growth.

### Employment Type

Full-time

### Job Location

Copenhagen, Capital Region, Denmark

### Date posted

December 21, 2022

APPLY