



Sales Representative Corridor Champion Small World Financial Services Group

Purpose of role:

Acting as the receive Country Champion to drive sales by advising local Sales Reps on how to approach the target communities' and their agents and how to drive sales. Act as the corridor expert for all internal departments.

Role details:

- Develop the Send market for the target receive country by:
- Acting as the Receive Country Champion with internal Small World departments including, but not limited to Digital, Pricing, Compliance etc. Act as the corridor expert internally to advise on overall approach to the country, identify issues (global or local) blocking growth of sales, propose solutions to issue and ensure agreed action plans are implemented.
- Actively engaging with the communities from the targeted corridors to promote Small World, its services and the brand in general.
- Develop relationships and brand awareness to develop active leads to pass to the local Sales reps to consolidate
- In certain circumstances, recruit agents directly for the send country
- liaise with marketing and Social media to identify promotion requirements (events, posters, adverts in targeted offline media etc)
- Continually review the Small world service, benchmarking the service to other competitors to ensure that our service remains competitive and 'best in class'

Person Specification

- Strong experience in developing excellent sales growth in countries & products where the market has excellent potential but limited development to date
- Demonstrable success in opening doors and developing leads to result in actual sales.
- Ability to communicate fluently in English and (one of) the main languages of the receive country
- Energy, passion and a desire to develop a strong proposition for the receive country

