

Regional Sales Manager - Caribbean

Location: Kingston, Jamaica
Reporting to: Creditinfo Decision Analytics - Sales Director

Background

Creditinfo through its established Credit Bureaus in Jamaica and Guyana has identified growing demand for its products and services in the Caribbean region. It now seeks to meet and service this demand through the recruitment of a Regional Sales Manager, based in Kingston, Jamaica. This role will be within the new Creditinfo Decision Analytics team. It will help drive Creditinfo's business and encourage greater financial inclusion in the region. **Applications welcomed from current Creditinfo employees also.**

Responsibilities

The Regional Sales Manager will be responsible for delivering the sales objectives of Creditinfo Decision Analytics (CI DA) in the Caribbean region, primarily through:

- Identifying sales opportunities for the products of CI DA in the Caribbean region.
- Deliver sales of agreed portfolio of CI DA products in the Caribbean region.
- Assisting Creditinfo's local Credit bureaus in Jamaica and Guyana to grow their businesses by selling complimentary products for those bureaus.
- Manage existing client relationships within the region to ensure customer service and satisfaction is achieved.
- Where applicable support Creditinfo Credit Bureau businesses in the region with sales activities.

The role will be based in Kingston, Jamaica at the offices of Creditinfo's Jamaican Credit Bureau, but report to the CI DA Sales Director who is based in Prague, Czech Republic.

The role will be supported by a network of product and support specialists whose jobs are to assist the Regional Sales Manager in achieving the sales objectives of the CI DA.

Candidate Requirements:

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| Mandatory: | <ul style="list-style-type: none">• Either be based in Kingston or willing to relocate• Fluent English speaker• Independent worker – proven record of working without supervision |
| Highly Desirable: | <ul style="list-style-type: none">• Experienced in Risk Analytics or wider Financial Service Industry• Experienced in Sales role• Proven network in Financial Services Sector in Jamaica / Guyana• Ambitious / Driven character |

Creditinfo Employees

Creditinfo welcomes applications from internal candidates for this position. The company wishes to assist employees to continue to grow their skills and experience to reach their career development goals through internal promotion and/or transfer opportunities. The following eligibility requirements should be met:

- You should have been in your current position for a minimum of 12 months.
- Your performance meets the required work standards in your current position.
- You are not on probation or following a performance improvement plan for your current position.
- You meet the qualifications listed for the position of this job posting.
- You must be eligible to work in Jamaica without restrictions.

For more information about this role please contact: Benjamin Riley, Sales Director, Creditinfo Decision Analytics by email at: B.Riley@creditinfosolutions.com

Next Steps

If you feel this role is for you and that you can add value to the Creditinfo Decision Analytics team, please forward a copy of your current Curriculum Vitae and covering letter to both:

Lenka Totková
HR Manager, Creditinfo Solutions
L.Totkova@creditinfosolutions.com

and Emma Camilleri
HR & Operations Support Director, Creditinfo Group
E.Camilleri@creditinfo.com

All applications will be treated in a confidential manner. Applications will be reviewed in line with the overall company business needs.

All successful candidates will be contacted at the beginning of January 2017. Should you be successful, the first step will be to contact you to arrange a mutually convenient time for a Skype interview with Mr. Benjamin Riley, Sales Director, Creditinfo Decision Analytics.

We are hoping to offer a role to the best candidate in early 2017 and have the successful candidate join the team before the 2Q 2017 or sooner.

Closing date for applications: 31st December 2016