



The qualified candidate will be responsible for generating sales of our services/products and promotion of our brand throughout given territory in the United States or International. This is a great opportunity for an independent sales representative who has experience selling AML, KYC, Risk or Compliance products or services, ideally in the FinTech/Blockchain or Crypto space. The candidate should find new and qualified leads and establish a territory plan/strategy to win new clients.

Requirements

Smart, ambitious and motivated individual

Passionate self-starter that is self-disciplined and able to execute independently

Track record in generating new business within a corporate B2B sales environment

Autonomous entrepreneurial minded person with positive attitude;

Understanding of KYC and AML/CTF regulations

Excellent communication and negotiation skills and consultative approach to close business

Experience in Risk/Compliance

Experience in sales at C-level

Min 3-5 years B2B Sales experience, preferably in AML or broader compliance/regulatory

Ideally, having an established business network in financial services or corporate sector .

Degree educated level in Business, Management, Economics or Law

What we offer

100% commission-based contract role with huge upside potential, Flexibility to work on your own schedule and time. The more you put into it, the more you get out of it.

A dynamic and next-generation firm with interesting services and products

What We're Building

UGR is a leading Next-Gen Subject Matter Expert (SME) advisory and RegTech solutions provider to mitigate the full spectrum of Compliance, AML/KYC & Financial Crime risk exposure in Financial Services, FinTech and Crypto space. We offer customized solutions, combining automated technologies and analytical expertise tailored to specific needs.

Our platform delivers a holistic approach to risk and connects companies with Subject Matter Expert (SME) advisory and top-tier technologies.