

O.B.S. Sales Services Ltd



O.B.S.

**Gilt edged Sales & Business Development
as a Service for the Financial Technology Sector**



O.B.S. draws on its deep experience of helping leading FinTech firms rapidly boost their sales pipelines within the complex financial services arena.

O.B.S. has the firepower to kick off 100% tailored, outsourced prospecting programmes to match our clients' precise requirements.

Founded in 2007, the agency's track record is second to none, working as we have over many years with leading software houses, consultancies and service providers operating in the space.

O.B.S. is staffed only by seasoned fintech solutions salespeople with, crucially, direct prior financial services and markets business careers. We have many, many combined decades of experience at the highest level to bring to the table on both the sell and buy side.

This means we look our clients' target markets in the eye as peers. We are readily able to flex our networks on behalf of clients while intelligently researching who we need to reach out to cold as needed.

In terms of resourcing, the services are delivered by trusted O.B.S. associates, allocated at O.B.S.' discretion to deliver the desired service level to the client as required.



Additionally, the CEO of O.B.S. also manages and assists in any engagement as required as well as leveraging the agency's wider resources to ensure successful client outcomes. The key is O.B.S. provides a holistic service to meet the client's precise requirement.

O.B.S. is a niche, multi-lingual, multiple award-winning agency set up precisely to assist firms in the FinTech space with complex propositions grow their businesses.

As a unique, specialist financial technology sales & business development agency, O.B.S. has deep and referenceable track record with many leading players in the space.

O.B.S.' services range from base outsourced sales & business development prospecting services to full blown sales outsourcing as required.

O.B.S. acts seamlessly on the client's behalf when executing the services, approaching any new target as a direct client representative. Commercially O.B.S. works on a straight T&M day-rate basis..

O.B.S. is headquartered in London with a satellite office presence in Nice, France.



Global Reach

Working with global FinTechs, wherever domiciled, our reach is truly international. It must be. For any FinTech, the world's markets are truly accessible now and so demand a full service from O.B.S.

We are a multi-lingual, full-service agency, so in principle no client target jurisdiction is out of bounds for us.

As a UK headquartered firm, we of course have literally decades of combined man years' experience of taking our FinTech clients into the UK Financial Services / Markets space. This is complemented by assisting our clients reach out in parallel as required to additional non-UK strategic target markets.

We have deep experience for example of prospecting for clients into EMEA eg France, Spain, Netherlands, Germany, Italy, South Africa, the Middle East, Switzerland and Luxembourg.

And the US and Canada.

And APAC eg Australia, Singapore, Hong Kong and India.

Of course we can't provide 100% global coverage out of the box. Any new (for us) target market or markets a client may wish us to prospect will always be considered by O.B.S. We will look to resource up accordingly and get on with it.

Our mantra is "there's always a way".



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