

SOLUTION DISCOVERY REPRESENTATIVE

Number of positions: 1

Company: Fast Track Solutions Limited

Location: Tas-Sliema (Malta)

Contract type: Indefinite

Drive partner growth at Fast Track as a Solution Discovery Representative by uncovering opportunities and enabling early-stage pipeline development.

As a Solution Discovery Representative (SDR), you will play a central role in driving growth within our existing partner ecosystem. This position is dedicated to identifying and developing upsell and cross-sell opportunities that deepen partner engagement and maximise account value.

Working closely with commercial owners, partner-facing teams, marketing, and product stakeholders, you will design and execute strategies that strengthen partnerships and promote long-term success. Your work will focus on uncovering partner needs, mapping them to high-impact solutions, and driving initiatives that expand adoption across the company's suite of products and services.

This role requires a blend of commercial acumen, curiosity, and collaboration helping partners realise greater value while supporting the company's broader growth objectives.

Job description

Partner Growth and Upsell

- Drive growth within existing partner portfolios by identifying new opportunities for revenue expansion.
- Collaborate closely with Commercial and Partner Success teams to build tailored proposals and business cases that strengthen partner relationships.
- Conduct account reviews and needs assessments to uncover new opportunities for value creation.
- Support strategic account plans with clear growth objectives and success metrics.

Campaign Development and Execution

- Plan, coordinate, and execute targeted outreach and engagement campaigns to promote new features, services, or value propositions.
- Manage campaign pipelines from initial contact through to qualified opportunity, ensuring strong alignment with partner objectives.
- Collaborate with leadership to develop messaging, sales materials, and enablement content that resonate with key partner personas.
- Track campaign performance and report progress against quarterly growth targets.

Expertise and Enablement

- Develop and maintain strong product knowledge and industry awareness, understanding how solutions create measurable business impact for partners.
- Stay informed of market trends and partner priorities to position solutions effectively.
- Act as a trusted advisor by confidently articulating value, ROI, and strategic fit in conversations with partner stakeholders.

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This project is funded by the European Union

Collaboration and Sales Cycle Management

- Partner with Solution Consultants, Partner Managers, and other internal stakeholders to ensure seamless coordination across all growth initiatives.
- Manage smaller-scale opportunities independently, while supporting larger or more complex sales cycles in collaboration with senior team members.
- Maintain accurate records of partner interactions, opportunities, and progress within the CRM system.
- Contribute feedback and insights to improve internal processes and partner engagement strategies.

Requirements

- 2–4 years of experience in sales development, partner management, or commercial roles, ideally within SaaS, iGaming, or technology environments.
- Strong ability to identify opportunities and design structured commercial initiatives in collaboration with multiple stakeholders.
- Experience planning or supporting sales and marketing campaigns such as webinars, product launches, or promotional programs.
- Excellent communication and presentation skills, with the ability to articulate how solutions create value.
- Strong organizational and project management skills, ensuring timely follow-up and target achievement.
- Commercial curiosity and a solution-oriented mindset, focused on understanding partner needs and market potential.
- Collaborative, adaptive, and comfortable working in a dynamic environment with shifting commercial priorities
- English: Advanced

Working at Fast Track

Fast Track is a disruptive technology company, recognised as the iGaming industry CRM leader. Fast Track provides a new way of working, enabling teams to focus on innovation and growth. We are a tight unit with a strong culture, and our leadership in tech and the product has attracted high-performance individuals. Fast Track works with hundreds of companies worldwide, with offices in Malta, Sweden, Spain, and the United States, and has been certified as a Great Place To Work®

Any assistance with accommodation/relocation

Relocation program included (if required); we pay for your flights for you and your family, shipping, and accommodation for the first 2 weeks.

Any other benefits

- Great Place to Work® Certified – Officially recognised for our commitment to building an engaging, high-trust culture.
- Collaborative Onsite Work Environment – Be part of a dynamic, innovation-driven team in an open, inspiring workspace.
- Best office on the Island - Work in Sliema with an amazing terrace and sea view
- Be part of our yearly Growth Summit – Join our global team for an inspiring event to connect, collaborate, and celebrate together.
- Parking - Enjoy hassle-free commuting with complimentary parking
- Wellbeing Benefit – We sponsor your well-being activities such as gym memberships or fitness classes to support your health, and feel free to join our internal fitness communities, including (Yoga, Football Padel, and Running)
- Private Health Insurance – Comprehensive coverage for you through Atlas.
- Mental Wellbeing – 24/7 access to mental health support, to support your mental wellbeing needs.

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- Top-of-

the-line Equipment – Best-in-class MacBooks and all the tools you need to excel.

- Breakfast Every Day – Start your morning with a complimentary, healthy breakfast at the office.
- Mobile Plan - We cover your mobile plan
- Fast Track discounts - Get different discounts from nearby shops and restaurants

Salary

€14.42 - €16.83 per hour (initial rate of compensation)

How will the interviews be held

Interviews will be held online

Work Schedule

Full-time

Reference number: 440079

Last application date: 20-04-2026

To apply

CVs and a covering email are to be sent in **English** by email to eures.recruitment.jobsplus@gov.mt with copy to pcpmixto.eures@sepe.es. Please, quote the vacancy name **Solution Discovery Representative** and the reference number **440079** in your email.

AYUDAS EURES A LA MOVILIDAD LABORAL:

Infórmate de las subvenciones para acudir a la entrevista, y/o para el posterior traslado al país de destino si resultas contratado. Requisitos y trámites a seguir en:

Planes específicos de movilidad de EURES en los que participa España (Targeted Mobility Scheme):

https://www.sepe.es/contenidos/personas/encontrar_empleo/encontrar_empleo_europa/tu_primer_empleo_eures.html

Para más información sobre movilidad laboral o sobre las ayudas contacta con el Consejero EURES de tu provincia:

<https://www.sepe.es/HomeSepe/Personas/encontrar-trabajo/empleo-europa/consejeros.html>

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