

Client Engagement Associate

Remuneration negotiable depending on candidate's experience

IMMEDIATE START

This is an exceptional opportunity for a skilled, diligent Marketing Manager with demonstrable success and strong commercial awareness to join one of the world's fastest growing B2B FinTechs providing innovative Working Capital Finance services to corporates, their suppliers and professional investors.

The business model, technology, and legal framework enables financial institutions to provide short-term working capital to corporates across Asia, Europe, the Middle East and the UK.

You will be working closely with the Business Development Team and Operations Team in engaging with our clients to be their trusted consultant, problem solver, and business partner – and to take full advantage of the service.

The service is a true Win-Win, enabling corporates and their suppliers to improve working capital to sustain and grow business, whilst enabling financial institutions to achieve returns within a risk weighted environment.

This company is a global Fintech, already recognised by external rating agencies as one of the top 10% of innovators globally, and a member of the London Stock Exchange Elite programme, which recognises UK companies with the fastest growth potential to scale globally.



Key job duties:

- Own relationships with client teams including senior management (e.g. Chief Investment Officer) to understand their business objectives and needs, and help them use Aladdin expertise to achieve their firm's goals.
- Be an extension of the client's in-house team to build and lead projects and coordinate resources across multiple functional areas and share knowledge relating to the service, functionality, workflows, and market best-practices
- Partner with the client, as well as our Operations team, developers, and financial partners to support client needs' fulfilment and assist with deployment of new projects and reporting across our broad range of financial functions
- Build strong internal relationships within Crossflow Solutions, and the wider Crossflow globally, in support of your clients
- Monitoring and report on the service performance and utilisation



Candidate Profile:

- 2+ years of work experience in financial services industry
- Strong interest in FinTech
- Proficient in market trends
- Working understanding of working capital structure, company financial structure, and analytics

- Outstanding communication and presentation skills, with the ability to convey complex concepts simply and clearly to clients
- Ambitious approach to large, complex projects, with a flair for problem solving
- Self-starter who enjoys a fast-paced, high-intensity environment and works well as part of a multi-disciplinary global team
- Readiness for next career step to play a key role in scaling the business through the client engagement activities and be a valuable member of the team, continuing the growth of the business
- Strong creative and proactive outlook
- Excellent verbal and writing skills
- Confident and dynamic personality



Key Skills

Detail Oriented, Big Picture Thinking, Strong Written and Verbal Communication, Organisation Skills, Prioritising, Balance, Multitasking, Persuasion, Flexibility, Leadership Skills, Listening Skills, Business Acumen.



Holidays

23 days of holidays, increasing by 1 additional day for each full calendar year of employment up to 3 years ,plus applicable statutory Bank Holidays



Contract requirements

Applicants must have the right to live and work in the UK. Proof of fully vaccination against Covid-19 is required.



Location- Role Specific

Office facilities in Ashford, Kent, providing a base for a combination of full-time roles and a provision for colleagues who may work from home to hot desk.

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