

## Global Business Development Manager

**Remuneration negotiable depending on candidate's experience**

**IMMEDIATE START**

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

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

Core requirements are strong commitment alongside verbal and written communication skills that enable you to engage at C suite level and above with CEOs, CFOs and Treasurers.

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

This is a rare opportunity to become a valuable member of the team when the business is accelerating to its next growth phase, creating exciting and exceptional opportunities for team players, who are passionate about customers and focused on achieving targets.

This is business with highly commercially focused and serious engagement, with a very professional and motivated organisation, working to deliver success for their customers.

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### Key job duties:

- Winning New Business and sustaining good relationships with existing clients
- Communicating the proposition to a target list of corporates
- Engaging through follow-up calls and building relationships with the target corporates and their decision makers
- Scheduling meetings and present in high quality of the proposition both face to face and over web conference
- Authoring proposals
- Monitoring market and business news for relevant stories in the client and prospect sectors.
- Reporting and recording the daily activity on their CRM: HubSpot system



### Candidate Profile:

- Experienced Business Development professional in a B2B sales and business development
- Excellent inter-personal skills, able to foster and cultivate long lasting relationship with major clients and industry related companies
- Previous experience in managing relations with large corporates and senior level company contacts
- Good knowledge of business finance and understanding of the financial data

- Can-do attitude to work, with the ability to multitask on several different projects and be passionate about the Fintech industry
- Self-motivated, organised, and able to work under pressure to deliver against performance targets consistently
- Good knowledge of HubSpot system highly desired
- Detailed understanding of working capital finance or similar previous Finance experience desired



#### 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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