

## VP of Client Engagement

**Competitive remuneration depending on experience**

**IMMEDIATE START**

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### **It's time to get your life in gear!**

Crossflow is ranked by the Financial Times as the 8<sup>th</sup> fastest growing company in Europe and are recruiting now for a range of roles to accelerate growth.

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.

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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### **What we offer**

- Points based remuneration package providing flexibility around work/life balance
- London or Ashford, Kent base
- Competitive salary
- Option to take up to 6 weeks holiday a year
- Relocation support up to £8000 if moving to Ashford (subject to HMRC rules)
- Annual 1 week team building event at a premium location along with maybe a free surfboard 🏄
- Share options that could make you a millionaire
- Company electric car **or** if you are a London commuter – electric bike
- Join us for cocktail hour once a week!



### **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:

- Natural inquisitive
- Capable of thinking “outside of box” and of “joining the dots” and be capable to make a proposal to corporates.
- Pasion about business engagements
- Strategic thinker
- Experienced professional B2B client engagement and business development specialist
- 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

Option to use points to increase from base 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 London or 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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