

Job Description

B4B Payments

- Job Title:** Senior Business Development Manager
- Location:** London / Travel required / Hybrid
- Term:** Permanent
- Salary:** Base salary £55k - £65k dependent on experience, plus OTE earnings
- Reports to:** Group Chief Commercial Officer

About us:

B4B Payments is part of the Banking Circle ecosystem, a 500+ person Payments Bank for financial institutions. We operate as an independent affiliate of Banking Circle and whilst we are separate companies, together we deliver an unrivalled scope of financial services, issuing and payments solutions for businesses.

About the role:

This is a great opportunity for an experienced B2B Business Development professional to join a well-established Fintech based in London / Newcastle. B4B Payments specialise in prepaid card programmes for Expense Management, Payroll, Payout, Employee Incentive and Perks that allow businesses, charities and public organisations to find more time to do what matters most.

This isn't your average Sales role!! We are looking for a driven and ambition individual, someone with good payments and issuing knowledge in the Fintech and Payments industry.

Responsibilities:

- Review, analyse and maintain the customer database, to ensure that opportunities are maximised at all times
- Developing a sales strategy to achieve growth objectives
- Ownership of allocated inbound leads, qualifying and closing
- Directly targeting new prospects and opportunities within key verticals
- Working closely with the Marketing team to run successful lead generation and sales campaigns
- Building and maintaining a reliable sales pipeline within our CRM system
- Developing an in depth understanding of the card and payments industry and solutions
- Actively networking in industry forums and events to promote B4B Payments
- Creating and coordinating proposals and tender responses for clients to effectively communicate the offering

Requirement:

We are looking for a credible, bright, driven person to support our ambitious growth aspirations. Using your expertise and consultative approach to selling, you will engage with new prospects in verticals and industries where we have demonstrated tremendous success in Europe, as well as identify and close new opportunities.

Essential (need to have):

- Proven working experience as a business development manager or a relevant role within the Issuing and Payments industry
- Tenacity and drive to seek new business and meet or exceed targets
- Pro-active in identifying and generating new business opportunities against sales and profitability targets
- Strong interpersonal skills for building, developing and maintain, relationships with clients
- A strong network within the Issuing and Payments industry
- Self-motivated, well organised, driven, ambitious and ability to work under pressure
- Ability to analyse sales figures and write reports
- Experience in Prepaid cards, payments, Fintech, or programme manager experience is a must
- A minimum of 4-5 years of experience within the Fintech and Payments industry

Desirable (nice to have):

- Proficiency in MS Office and CRM software
- Strong written and verbal communication skills - needed for communicating with a range of people, both internally and externally, as well as presentation skills

- A flexible approach to work with the ability to adapt to a fast-paced, ever dynamic environment

What we offer:

- 28 Days Holiday (including bank holidays)
- Hybrid work - the ability to work from home and from our new offices
- An individually tailored personal development plan and ongoing training
- Cycle-to-work scheme
- Employee assistance programme
- Regular socials and relaxed working environment

Make a difference:

We're always on the look out for talented individuals to help take us further – It's important to us to hire the right people and work out a role that works.

- **Equality:** We strive to create a workplace that reflects the diverse communities we serve and where everyone feels empowered to bring their full, authentic selves to work.
- **Teamwork:** The strength of our team does not only lie in our combined experience and expertise but our ability to trust each other, no matter what. We understand that our best work is not produced by individuals but by enjoying collaboration as a team and supporting each other every day.
- **Quality:** We provide award-winning solutions and unsurpassed service that, together, deliver premium value to our customers.
- **Innovation:** Redefining the standard of excellence is in everything we do. Therefore, we are open to ideas that challenge the conventional views and drive innovation. The only constant in life is change and we believe that in order to stay relevant we must continuously improve and evolve with the changing needs of society.
- **Trust:** We strive to act in a manner that builds trust with our team, clients, business partners, and other stakeholders. We firmly believe that actions speak louder than words and transparency is key.