

Business Development Executive (Fintech & FinServ) for Financial technology company

Job Description

This is a unique opportunity, to be part of a highly disruptive organization, with global footprint and mindset. Join PaymentComponents to actively participate in the worldwide FinTech (R)evolution and reshape the face of Financial Services.

As a Business Development Executive, you will be at the “front line” of customer & partners engagement, acquisition and retention. You will work closely with our existing and prospective customers & partners, to establish long lasting relationships based on trust & transparency, while delivering tangible value through our product portfolio.

The Business Development Executive is

- › continuously researching new business opportunities and finding new customers & partners
- › “nurturing” & expanding business with existing customers & partners
- › leveraging the company reputation and her/his own industry contacts to best effect

To succeed in the role, you will need to be self-driven, well-organized, commercially savvy, inspiring communicator, flexible and results driven, ideally with B2B working experience in the FinTech Software industry.

The Business Development Executive will be reporting to the COO of PaymentComponents.

The job opening concerns our Athens office operations.

Responsibilities

You will be using a combination of traditional & digital tools to:

- › Forge and maintain strong relationships with key contacts in existing and new accounts (partners & customers)
- › Pro-Actively develop opportunities to sell products & solutions to prospective clients
- › Write and submit Tenders / Financial Offers
- › Maintain an accurate and ongoing sales pipeline
- › Participate in Strategic brainstorming and implementation of new business development initiatives
- › Develop and leverage the company’s branding and professional profile in coordination with our Marketing team

Desired Skills & Experience

- › Substantial experience, in Business Development, ideally in the Software Industry

- › Excellent communication skills, both written and verbal, with ability to partner and influence across functions and levels
- › Proficiency in English is an absolute must - other languages will be considered an advantage
- › Exposure to FinTech & FinServ concepts
- › Structured approach to Business Development & Sales
- › Prior experience with complex technology implementations
- › Strong quantitative and analytical problem-solving skills
- › “Do-er” in attitude and actions. A self-starter and a fast learner, who isn’t scared to ask questions and doesn’t just accept status quo
- › Team player, comfortable working in a fast-paced consulting style, unstructured environment

What we offer

- › An opportunity to work on the exciting & fast paced FinTech sector
- › Competitive remuneration package, in line with your experience
- › Work in a structured environment, with a startup mentality

Who we are

PaymentComponents Ltd is a catalyst, empowering FinTech Innovation in Financial Institutions, Corporates and FinTechs.

Being a spinoff of a 25-year-old Financial Software development company, PaymentComponents is a unique amalgam, bonding deep Financial Services understanding, expertise in developing mission critical Financial systems and the latest trends in FinTech innovation.

Our API Framework provides a complete, PSD2 compliant, solution for Financial Institutions to actively participate in the FinTech (R)evolution. It empowers the creation, testing & growth of Platform Based services & fosters the collaboration with the rapidly growing FinTech community.

Through treasury management systems, automated payments & reconciliation solutions, we provide a hassle-free path to FinTech benefits, for Corporates.

Via software components, support and know-how, we enable Rapid & Agile development of SWIFT & SEPA compliant FinTech applications worldwide.

We are empowering FinTech Innovation for Computer Associates, JPMorgan, Citigroup, Pictet and Credit Suisse, among others. For more information, www.paymentcomponents.com | Twitter [@paymentcomp](https://twitter.com/paymentcomp)