

## Business Development Manager

**£60,000 (depending on experience) + Bonus + Company Share Options**

**IMMEDIATE START**

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### Ready for a new challenge?

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 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

- Competitive salary
- Company pension scheme
- Option to take up to 6 weeks holiday a year
- Annual 1 week team building event at a premium location along with maybe a free surfboard
- Share options that could make you a millionaire
- An electric bike should you want one!
- Join us for cocktail hour once a week!



### Key job duties:

- Opening new lines of engagement with target corporates
- Winning new business to deliver quarterly sales targets
- Ability to clearly communicate the proposition to target prospects
- Engaging through follow-up calls and building relationships with the target corporates and their decision makers
- 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:

- Experience B2B client engagement and business development professional
- Results driven team player who consistently delivers against performance targets
- Demonstrated track record of winning new corporate business
- Experience of engaging with senior executives of large corporates
- Adaptable and agile in approach
- Excellent inter-personal skills with the ability to foster long-term relationships
- Good knowledge of business finance and understanding of financial data
- Can-do attitude to work, with the ability to multitask on several different projects
- Self-motivated, organised, and able to work under pressure
- Solid understanding of working capital finance or similar 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.



### Location- Role Specific

This is a full-time, office-based role, working as part of the commercial team at our London Bridge location.

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