

Client Engagement Manager – Office Role

London office (no WFH)

Remuneration: starting from £45,000 depending on candidate's experience + Bonus (£80K+ OTE)

It's time to get your life in gear!

Crossflow is ranked by the Financial Times as the 8th 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.



What we offer

- Central London office base – no working from home
- Competitive salary and opportunity to develop skills and career to the next management level much faster than anywhere else
- Be part of engaged team where your voice matters and values
- Share options that could make you a millionaire
- Team events and drinks



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



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

Full time office-based role in central London to work with great mix of colleagues and be part of very motivated and engaged team. We value your personal life and your family so we do not bring work to your home!

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