



Business Development Representative

Sales, London

Who we are and what's important to us

We offer simple solutions, for smart businesses

From instore and online card processing, to card issuing and ATM, we touch every part of what is arguably Fintech's most exciting investment spaces.

Operating pan-European – from the exciting investment hub of London to the talent-filled tech hubs of Cambridge and the Netherlands - we maximise payment acceptance for our customers through a combination of best-in-class technology, constant innovation, and in-house expertise.

We are independently owned and enjoy the backing of leading Fintech investor Pollen Street Capital.

With an impressive growth trajectory, we are constantly looking for the best and brightest industry talent to help support our ambitious goals.

In return for your dedication, innovation, and good company, Cashflows offers a competitive salary and benefits, along with extensive perks.

What's stopping you from joining a team that's writing the future of Fintech?

The values we live by

We're here for one reason. To give businesses everywhere a smooth payments experience so they can serve customers and thrive. At Cashflows, we put customers at the centre of everything we do. Without question.

We have a single-minded vision. And we act on it every day - with commitment and passion. We support each other and work as one determined and ambitious team. Our core values guide us to be at our best.

Our values are more than words on a page, we live and breathe them in everything that we do, we challenge each other and hold ourselves to account on how we're delivering them. Our core values are;

- **One focus.** We keep our customers at the heart of everything we do and it's essential that everyone at Cashflows has a customer mindset.
- **Trailblazing.** We aren't afraid to go in a different direction if it's the right direction. We are 5 steps ahead, we challenge this in each other all the time.
- **Wholehearted.** We have unparalleled passion, determination and urgency. We don't wait for things to happen. We make it happen.
- **All for one.** We are a group of people who mutually support each other to succeed.
- **Keep it simple.** We don't get distracted by adding layers of complexity. We work hard to make life easy.
- **Step up.** We believe in doing what we say we do. We always rise to the occasion.

It's essential to us that we bring on board new colleagues that demonstrate these values, and so if you like what you see so far, keep on reading!

The Job

As our **Business Development Representative** you'll be working with the Head of Business Development to build out the Cashflows Biz dev function, focusing on identifying, developing and creating new business opportunities to support and drive the organisations high growth phase.

You'll be part of our Sales Operations and Business Development team, reporting to the Head of Sales Operations and Business Development.

What you'll be doing

- Work directly with the account managers to drive pipeline generation, while aligning with the company's go-to-market strategy, across different industry sectors such as Retail, E-Commerce, Financial Services, Education, Government, Insurance and Lending.
- Managing and driving your own client list, via by both inbound and outbound strategies by leveraging existing relationships as well as proactively communicating directly to new leads via email, linked-in, cold-calling, events, etc.
- Learn and maintain Salesforce (CRM) records and support in building out the lead qualification and lead generation process within the sales cloud.
- Maximise customer potential through understanding their business and analysing their commercial strategies early on in the sales funnel, setting the account managers up for success to close.
- Keep apprised of changing market conditions, competitive landscape and new technologies.
- Work strategically with other parts of the organization, such as marketing and the product team to help pioneer the company's business development function, while being a huge part of the exciting fin-tech growth journey.

What you'll be experienced in

- Experience in the payments industry is preferred but not essential
- Working knowledge of common business software and CRM.
- Ability illustrate a proven track record of success.
- Previous experience in a BD, sales development or lead generation would be great but isn't essential
- Degree, MBA or advance degree in business or a related field, not essential but would be a bonus.

What you demonstrate

- High motivation and self-starter attributes
- Hunger for a challenge.
- High-energy, professional persistence, risk-taking and a quota-driven attitude
- The appetite of being part of building out a department from scratch and being a large contributor to the company's success.
- Proven ability to understand the business requirements of integration to a new payment's platform.

The hours

This is a full time role

What you'll get

Our benefits and perks include;

- Performance based bonus
- 25 days holiday per year, plus a day off on your birthday and if you're moving house
- Private Medical Insurance
- 4x salary life assurance
- Income protection
- 6% employer pension contributions
- Health Cash Plan cover
- Free parking at our Cambridge office
- Bike to Work Scheme
- And discounts with a range of retailers
- Flexible working, we believe that it's important for us to work flexibly and so we're very supportive of working from home and in the office.

And finally, no promises but we have been known to throw a great staff party once or twice a year!

Our selection process steps

If you like the sound of this role, please click apply!

If we think from your application we'll be a good fit for one another we'll get in touch for a call. We'll talk to you about the role, why we enjoy working here so much and find out more about you.

From there, if we both think it's a good match we'll proceed with arranging interviews, they'll either be over the phone, via Microsoft Teams or in person. We'll let you know as soon as we've made a decision on whether we'd like to proceed things further with you.

If you have any questions, you're always welcome to reach out to our friendly HR team via recruitment@cashflows.com

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