



Sales Manager – Retail

Sales, Home based with UK wide travel

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 **Sales Manager** you'll be responsible for going into the market and uncovering new opportunities for Cashflows in the Retail sector, as a seasoned sales professional you'll bring new customers and leads to the organisation and build our sales pipeline. We're looking for you to be high energy, solution driven and delivery orientated.

You're able to be based from home in this role, but you'll need to be able to travel to our offices in Cambridge and London, and of course visit customers across the UK.

You'll be part of our Sales team, reporting to the Head of Direct Sales.

What you'll be doing

- Helping Cashflows to developed and build key industry verticals in the retail and e-commerce sector.
- You'll carry a sales target and be responsible for developing, nurturing and closing sales opportunities aligned to Cashflows strategic growth goals.
- Building a sales pipeline by drumming up new business and searching for the next big opportunity for your sector.
- Effectively managing expectations with our potential new customers, putting them at the heart of what we do and working with the rest of the business to deliver.
- Collaborating across functions, especially Product Development, Risk & Compliance to ensure we can meet, deliver and exceed our customer commitments.
- Planning how you'll execute your sales goals and building a sales strategy in your sector, delivering your strategy with the rest of the Sales team.
- Pushing Cashflows visibility in the market, building connections and relationships, internally and externally.
- Holding yourself accountable, be disciplined with your targets, metrics and prospects.
- Listen to the customers needs and work effectively to deliver the right solutions for the customer and Cashflows.

What you'll be experienced in

- Excellent communication skills and the ability to manage stakeholders and customers effectively
- Acquiring and card payments
- Retail ecommerce markets
- Payments knowledge of acquiring and gateways is essential
- Building strong effective relationships
- Being highly motivated, self driven and action orientated.
- Achieving, exceeding targets and delivering value in previous sales roles
- Collaborating internally to deliver results effectively for your customers
- Effectively listening to customers needs and translating that into sales solutions
- Building customer pipelines with your appetite to sell and create opportunities

The hours

This is a full time role, Monday – Friday 40 hours per week.

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