

Business Development Executive - Affiliates & Partnerships

Caxton FX is looking to recruit an ambitious Business Development Executive to identify commercial opportunities and generate affiliate partnerships for Caxton FX's prepaid currency card.

About the company

Caxton FX is a multi-award winning foreign exchange company that has become an entrepreneurial success story. From launch our ethos has been to offer great customer service and great value for money. Our growth is testament to the fact that we have delivered on that vision from day one.

Caxton FX was founded in 2002. Since then, it has grown from one man and a phone to a business that turns over circa £1 billion. Our analysts are widely quoted in the UK press on currency issues and with over 200,000 clients Caxton FX has been defined as one of the 50 businesses leading Britain.

At the heart of our success is our people. Caxton FX is a people business and our successful growth has largely been a result of the outstanding relationships we have established with our growing base of customers.

The Caxton culture is open, honest, hardworking, professional and fun. With approximately 90 staff the company is going through an important growth phase which is focused on new product launches and geographical development. We want to hire the very best people to support our ambitious growth plans. Through educational and training initiatives we support each individual throughout the development of their career with the intention of stretching each one to a high standard of excellence.

The Role

This is an excellent opportunity to develop your career at a dynamic, forward thinking fintech company, and make an impact at a period of international growth.

Reporting to the Commercial Director, and working in the Partnerships team, you will carefully research and target organisations that will mutually benefit from our affiliate partnership programme. Through your consultative sales approach, you will liaise with senior managers and directors of UK and global businesses to create and manage online and offline partnerships whilst continuously working with existing partners to expand their revenue potential and referral figures.

This is primarily a telephone based consultative sales role focussed on building long-term corporate relationships. Experience in prospecting, lead generation, telephone sales, face to face sales, and influencing in a business capacity would be beneficial. The scope of progression extends to global account management that will involve some international travel, and further career development opportunities along the way.

Key Outcome

- Source and negotiate new revenue generating partnerships monthly.
- Develop strategic partnerships, increasing engagement, and maximising revenue.
- Create bespoke online and offline plans leveraging Caxton FX's core products and services.
- Manage a portfolio of clients and provide solid relationship management to optimise revenue generation and loyalty.

To this role, you will bring energy, self-motivation, pride and an entrepreneurial attitude. You will be charming and have a natural flair for building rapport and developing business over the telephone. You will have an interest in the financial services market, enjoy networking with key decision makers, and ultimately in securing new business contracts.

Benefits

A competitive salary dependent on experience

20 - 25 days annual leave+

Contributory pension scheme (from 1st April 2015)

Choice of private medical insurance or health cash plan

Cycle to work scheme

Childcare vouchers

Educational bursary to support professional development

Work environment

A dynamic open plan environment in the heart of central London

Free breakfast; fruit delivered weekly and cakes on your birthday.

Regular social events - including Vodka rounders in Hyde Park, regular table tennis competitions and Christmas Party

Games room with table tennis table

+ *Dependent on length of service*