

## Partnerships Manager (Money Transfers)

Caxton FX is looking to recruit an experienced Partnerships Manager to identify commercial opportunities and secure sustainable affiliate partnerships for our FX international money transfer services.

This is an excellent opportunity to join a dynamic, forward thinking fin-tech company, and make an impact at a period of international growth.

Reporting to the Operations Director, and working closely with the marketing team, you will carefully research and target organisations that will mutually benefit from our partnership programme. You will liaise with senior managers and directors of UK and global businesses to create and manage partnerships, whilst continuously working with existing partners to maximise referrals and ultimately revenue generating opportunities.

This is a consultative telephone and client facing business development role focused on building long-term corporate relationships with reputable brands that share Caxton FX's core values.

### Key Outcomes:

- Source and negotiate new revenue generating partnerships monthly.
- Develop strategic partnerships, increasing engagement, and maximising revenue.
- Create bespoke plans leveraging Caxton FX's core international payment 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, and an entrepreneurial attitude. You will be charming and have a natural flair for building rapport and developing business over the telephone and in face-to-face. You will have an interest in the financial services market, enjoy networking with key decision makers, visiting trade shows, and ultimately in securing new partnerships.

### About the company

Caxton FX is a foreign exchange company that has become an entrepreneurial success story. From launch our ethos has been to offer excellent value for money and great customer service. 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 £750 million. Our analysts are widely quoted in the UK press on currency issues and with over 200,000 clients, we remain focused on delivering excellent customer service. Caxton FX has been defined as one of the 50 businesses leading Britain based on outstanding growth at a pace 73 times greater than the National Average.

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 100 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.

### Benefits

A competitive salary dependent on experience

20 - 25 days annual leave  
*Dependent on length of service*

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