

# CAXTON

## Group Sales Director

We are searching for an experienced Group Sales Director to develop the sales strategy for all commercial product lines and services at Caxton, provide strategic direction to business managers, and be directly accountable for maximising revenue growth and profitability in line with business objectives.

This is a unique opportunity for a talented group or multichannel sales director with an impressive track record in delivering sales revenue against budgets to join us and make an impact during an exciting period of expansion and new product development.

Reporting to the CEO, you will be directly accountable for managing multimillion pound revenue streams, leading and motivating teams, and ultimately for driving sales across the business.

You will be a commercially astute, innovative, strategic leader with the ability to bring new ideas to Caxton that will drive revenue growth. As such, we specifically welcome applications from ambitious individuals outside the FX/prepaid cards sector to bring a new perspective to the business.

### Key responsibilities

- Provide strategic sales direction to leaders/heads of revenue generating teams.
- Develop a solutions based sales strategy for Caxton's new 'Enterprise' product.
- Collaborate with all Directors and teams to achieve business goals and objectives.
- Budgeting, monthly forecasting & revenue delivery.
- Attend board meetings, present sales figures, and provide an overall commercial view of each product and team as required.
- Monitor competitor development and market changes to ensure the business maintains consistent growth in line with Company strategy. Provide business intelligence and commentary to the board.
- Identify new business opportunities for Caxton through developing strategic opportunities, customer-led solutions, business case proposals and ROI analysis.
- Maintain clear leadership and strong relationships with clients, partners, suppliers, and teams of staff.
- Educate senior level management including relevant department team leaders on product positioning, differentiation and key features.

### Requirements

- An experienced group or multichannel sales director with a track record in delivering against a growth agenda in a fast paced business.
- Experience in developing and executing successful strategic sales strategies within a business incorporating both B2C and B2B products, solutions and business verticals.
- Experience and knowledge in other industries eg retail, ecommerce, software solutions, travel, professional services, finance/ banking.
- Strong financial management skills.
- Product pricing strategies.
- Digitally savvy, and forward thinking visionary leader.
- Strong internal and external relationship management skills, with significant experience in

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leading and driving successful teams.

- Experienced in taking new products from concept to market, including successful launch and subsequent management.

## About the company

Caxton is a multi-award winning FX company that has become an entrepreneurial success story.

Founded in 2002, Caxton FX now turns over circa £1 billion revenue with hundreds of thousands of clients. Our reputation for great value and amazing service is based on the strong work ethic and excellence culture of the business.

The Caxton culture is open, honest, hardworking, professional and fun. With a growing team (currently 120), the company is going through an important and exciting growth phase which is focused on new product launches and geographical development. We want to hire the very best people from all sorts of disciplines to support our ambitious growth plans so if you are the best at what you do then we want to hear from you.

### Our benefits include:

- 20 - 25 days annual leave + bank holidays
- £750 annual educational bursary towards studying a professional qualification that will support your career development
- Contributory Pension
- BUPA Health Insurance OR a Cash Plan
- Cycle-to-Work scheme; Childcare vouchers
- Free daily breakfast; twice-weekly fruit
- Preferential FX rates for friends and family (money transfers and prepaid card)
- + 'Perkbox' – a range of perks including free mobile phone insurance, free Tastecard; corporate discounts on gym memberships, cinema tickets, Apple products, and more retailers.

### Working Hours and Environment:

- Working hours: 8.30am to 5.30pm Monday to Friday with one hour for lunch
- Open plan office, and an 'open door' policy with access to all Directors and the CEO
- Office in a central location in Victoria, just off Cathedral Walk– with cafes, restaurants, and shops on our doorstep
- Table tennis/games room to relax
- Quarterly social events

Visit [caxtonfx.com](http://caxtonfx.com) for further information on our products and services.

To apply, please send your CV and short covering letter to [careers@caxtonfx.com](mailto:careers@caxtonfx.com)

Applicants must be eligible to work in the UK