

Strategic Client Director

London, UK

Job Title: Strategic Client Director (UK)
Business Area: Sales & Marketing
Reporting to: Chief Revenue Officer
Location: London

Background:

Validis is seeking a Strategic Client Director to manage our Tier 1 client list. The position will be responsible for building new relationships and expanding our Tier 1 presence by understanding client drivers, identifying joint growth opportunities and maximizing account coverage by building strong and lasting relationships across all areas of the bank.

Validis is a young dynamic fintech company with an innovative platform for the SME finance and accounting sector. We've created an industry-first financial data transmission tool, that's empowering global financial institutions, accountancy firms and commercial businesses. The growth potential is enormous, and we are looking for a passionate SCD to take a key role in our small and energetic commercial team. You will be looking to work in an agile company and take on the challenges of an entrepreneurial organisation.

Job description

- Use extensive FS and Commercial experience to acquire, retain and grow key accounts
- Meet and exceed renewal and growth targets while ensuring clients feel valued, informed and competitive
- Create and execute large account management plans
- Maintain CRM database (Salesforce) and accurately forecast
- Educate business decision makers on the benefits of using Validis
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors
- Creating compelling business cases and successfully concluding contracts

This is an exciting role at the forefront of the delivery of an exciting enterprise fintech product that impacts clients' strategic drivers. It is used at the front line of financial accounting information driven business decisions in a continually changing and demanding business market.

Skills

- Minimum five years' experience successfully selling to Tier 1 Financial institutions
- An understanding of the market and commercial drivers
- Ability to build and sustain relationships at multiple levels, spanning C-Level to end user
- Intellectually curious / naturally ask insightful questions to progress conversations forward
- Can demonstrate ownership, organization and drive
- Have creative ideas about how you could approach and engage with your market
- Ability and passion to understand customers problems and deliver relevant, quantified value-based solutions
- Maturity and confidence beyond your years so you can network at C-suite

Personal attributes

- Constantly inquisitive
- Highly organised
- Unparalleled communication skills
- Innovative
- Must be able to maintain absolute confidentiality at all times, especially regarding sensitive HR and UK management team information
- Confident and assured with senior stakeholders and technical development teams
- Comfortable in front of customers, partners, shareholders & Board Members
- Commercially astute
- Detail oriented and accurate
- Critical thinker with demonstrable problem-solving skills
- Ability to work to deadlines across multiple, simultaneous tasks and projects
- High levels of enthusiasm and drive

Remuneration

- 25 days annual leave
- Uncapped OTE
- Pension
- Access to office gym
- The opportunity to progress your career at one of the UK's fastest growing FinTech companies

To apply, please visit www.validis.com/about/careers/ or call 0844 375 9070