



Role: Business Development Executive
Business Area: Sales & Marketing
Reporting to: Business Development Manager
Location: United States – remote-working

About Validis

Validis is a dynamic fintech company with an industry leading software platform for the extraction and standardisation of accounting data. Validis, which has UK and US based operations, has a blue-chip client base, mainly comprising audit firms and financial institutions who utilise the software to gather financial information from their SME clients. The company has experienced significant growth since its inception in 2015. As part of this growth, it is expanding its team and needs support across a number of strategic areas.

About the role

The Business Development Executive is an inside sales position responsible for establishing, developing and nurturing our relationships with key stakeholders in our prospective client organisations in North America.

This individual will work closely with our sales and marketing organisations to generate new business leads and cultivate prospect relationships across the banking and accounting sectors. It is the responsibility of the business development team to manage the lead qualification pipeline and communicate propositions to our prospect, while confirming key opportunity conversion criteria.

The Business Development Executive will be a highly organized, results-driven self-starter, who will be comfortable establishing direct relationships across all levels of our target accounts. The role will involve a significant amount of research to support the development of our target market database and the individual will be familiar with contemporary sales tools (incl. Salesforce) and best practice approaches to execute on the business development strategy.

Diversity is critical to our business and we believe unbelievable talent should have a level playing field in which to shine – This equally applies for everyone. No matter who you are, where you're from, how you think, or who you love. We believe you should be you.

While a university level education is preferred, we recognise that individual development can follow any path, so if you have 1+ years of experience in lead generation, in a relevant field we'd love to hear from you.

To apply for this role, please send your CV to people@validis.com