



# Senior Business Development Manager

QCash Financial is a mission-driven Fintech company working to empower financial institutions in their quest to improve the financial wellness of their communities. Our innovative and award-winning SaaS-based products lead this global movement to eliminate financial stress and empower financial health.

We're looking for a remote Senior Business Development Manager to help us build distribution for QCash's products. If you are an outside-the-box creative thinker with a deep passion for collaborating with external partners, this one's for you.

In this role you will drive, negotiate, and implement strategic and distribution partnerships as well as selling directly to potential clients. You will work closely with our Product team to develop innovative ways to integrate our fully digital service into our partners' experiences. You will maintain extensive knowledge of the credit union industry in order to identify new business opportunities and build key relationships with decision makers, both internally and with potential external partners.

## **Key Responsibilities and Duties include**

- Maintain a pipeline of new strategic integration partners.
- Identify business opportunities by recognizing potential credit union prospects and evaluating their position in the industry and researching and analyzing sales options.
- Analyze QCash's key markets to identify target integration partners.
- Develop a professional working relationship with a partner prospect's decision makers.
- Build business cases and complete market sizing models to sell partners on integrating QCash products.
- Articulate the value of QCash products and services in a compelling manner to partners in various industries and to various external audiences.
- Work with a cross functional team made up of Business Development, Sales, Product Marketing, and Operations to ensure maximum revenue potential.
- Develop subject matter expertise on QCash products and industry best practices to provide actionable recommendations to partners during contract negotiation and product integration.
- Manage sales and business development staff.
- Occasional travel to meet with partners and to other QCash offices.

## **Required Experience and Skills:**

- 7+ years of experience as a sales leader
- 3+ years of experience selling to banking, finance, or Fintech sector, preferably including credit unions
- 2+ year experience selling SaaS or technology solutions
- Business development experience with a strong hunter and prospecting mentality
- Knowledge of Microsoft Office Applications
- Experience with Customer Relationship Management (CRM) tools, specifically Salesforce

**Organizational Culture & Environment:**

Our staff is a small, tight-knit team driven by a shared passion for achieving our mission. We are highly adaptive, fun, collaborative, and always willing to “roll up our sleeves” to get stuff done – whether it’s a strategic initiative or supporting potential or active clients.

We value an environment where every voice counts, and staff is empowered to be open and to share their opinions. Differences are honored, and constructive criticism is welcome as we collectively strive to learn and improve.

If you are interested in joining our team, please submit a cover letter and resume describing why you believe you would be a great addition to the QCash Financial team. Please send to:

[jobs@qcashfinancial.com](mailto:jobs@qcashfinancial.com)