

QCash Financial

Senior Business Development Executive

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

We're looking for a Senior Business Development Executive to help us help Credit Union's (CU's) fulfill their mission of helping their members. If you are a creative thinker with a deep passion for collaborating with external partners and extensive experience selling to Credit Unions, then this one's for you.

In this role you will drive, negotiate, and implement a selling strategy to financial institutions (credit unions at first) as well as develop strategic partnerships. 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 financial institutions to implement the QCash platform.
- 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.
- Articulate the value of QCash products and services.
- 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.
- 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 Credit Unions and Banks, and the Fintech sector
- 2+ year experience selling SaaS or technology solutions
- Business development experience with a strong hunter and prospecting mentality
- Knowledge of Salesforce and Microsoft Office Applications
- Knowledge of the consumer lending ecosystem.
- Knowledge of evolving technology, automation, and state and federal regulations pertaining to consumer loans.

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