**Account Executive**

Remove complexity and increase access to capital for small businesses has positioned us as a leader in this space, leading to our rapid – yet mindful and stable – growth as a Series B company with amazing industry veterans working to democratize commercial capital access to the small business owners typically ignored or exploited by traditional and predatory banking.

Small businesses are the backbone of any economy, and we insist on partnering with those who believe in offering safe, compliant, ethical financial products to help them succeed.

NAMED ONE OF “10 Leading Companies with the Most Disruptive Solutions in 2021” by Analytics Insight, and partnered with companies like SpotOn, HoneyBook, and Worldline, offering over $650mm in capital to their small business customers so far.

WE ARE:

* Industry veterans in finance, fintech, engineering, legal, servicing, underwriting, and compliance
* Series B with $40mm+ raised
* Backed by notable investors Wing, GSR Ventures, and Franklin Templeton
* Headquartered in Burlingame, California, with a globally-distributed workforce

We’re looking for intellectually curious people who are passionate about small business and startups. You’ll help build unique and accessible opportunities, and change the way small businesses impact the economy.

**Role:**

We are looking for an experienced, high-energy Account Executive with a deep network to take a leading position in the emerging world of embedded finance and work with the best SaaS and payments brands in the U.S. Drawing upon your existing network and sound business development experience in lending, payments, or Fintech, this role will take ownership and drive ideas and actions for an outbound lead generation strategy for top of funnel growth.

Reporting to the Chief Commercial Officer, you’ll drive the development of the the partner pipeline across all growth channels of our go-to-market strategy – from discovery and evaluation to curation of partners – across the entire sales cycle, displaying a professional and consultative sales approach to establish the required credibility necessary to win over partner personas such legal and risk executives, in addition to the business stakeholders.

To that end, we’ll need you to travel to close deals via onsite partner visits and open new opportunities through industry events.

You’ll also work closely with Marketing on a unified plan for outbound campaigns, outreach, and other commercial activities to build the pipeline and win more partnerships while condensing the sales cycle. You can also expect to work closely and collaborate with other key people, including SDRs, sales and solutions engineers, partner managers, and the executive team.

The right individual will have a solid track record of closing enterprise partnership opportunities and meeting / exceeding growth targets. You’re comfortable taking C-level stakeholders through obstacles and winning them over with education, business case development, and exceptional communication and presentation skills. Tenacious and competitive while being a great teammate are good ways to describe the right fit.

**Responsibilities:**

* Build a deep understanding of the business and combine that knowledge with domain expertise to develop new partnership opportunities.
* Accountable for the full sales lifecycle, from lead through discovery, proposal, negotiation, and closed/won, with handoffs to other key commercial roles for integration and ongoing management.
* Work closely with Marketing and the CCO to optimize and align outbound Sales-Marketing efforts to maximize pipeline growth.
* Work with CCO to strategize, recommend, and execute tactics to optimize the commercial strategy and condense the sales cycle.
* Assess appropriate type of partnership for lead qualification and the unique risks and mitigating controls for each partnership.
* Contribute to the go-to-market plan and Sales strategy.
* In-depth use of key tools such as SalesForce, Slack, LinkedIn, and more to ensure we are building growth with processes and tools at scale.
* Build thought leadership on embedded digital financial service and payments, speaking at industry leading events.
* Ensure adherence to marketing policies and guidelines.

**Qualifications:**

* 5+ years AE experience in commercial target-based outbound business development.
* Demonstrated examples of closed-won enterprise partnerships.
* Proven track record of thriving in a high growth commercial role and achieving aggressive sales targets. Previous experience in a fast-paced, rapidly changing, startup environment is a plus.
* Existing network of relevant payments / SaaS businesses.
* Experience in a high-growth fintech environment is a plus.
* Strong communication skills, self-motivation, and results-oriented approach.
* Demonstrated organizational and analytical skills.
* Proven project management and time management skills.
* High energy, consultative business development experience and approach.
* Strategic thinker, comfortable transforming abstract ideas into a plan of action.
* Intellectual curiosity and a desire for continuous learning.