



**FinConecta is looking for
a Business Development Africa
Kenya, South Africa, Nigeria**



**If you are interested,
please send your LinkedIn profile and/or resume to
contact@finconecta.com**

Mission of the role:

- Having a vision of how next generation technology will change the financial services landscape in the continent, and be able to communicate this vision into realistic milestones for the sector
- Develop business establishing/ executing direct deals (from existing network) with targeted financial institution for Open Finance (OF), Open Banking (OB) and Marketplace as a Service (MPaaS)
- Work with strategic partners to target specific customers leveraging partners' portfolio and business models
- Develop business structures/ constructs for multi-year B2B SaaS enterprise deals
- Owner of relationship with assigned portfolio, operating as the lead point of contact for any and all matters specific to it
- Builds and maintains strong, long-lasting customer relationships, maximizing profits for all interested parties.

Responsibilities:

- Understand client pain points and be fluent on use cases and associated digital solutions/ fintech (from both FinConecta's portfolio or requested by client)
- Sales planning/ funnel ability to realize sales out of pipeline. Measuring success in each stage of the funnel to produce assigned results in required timing. Forecast and track key account metrics of assigned portfolio
- Develop business model to present to clients, and work with Legal to produce the necessary documentation/ contracts to close the deal
- Fluent doing tech demos on platform, and holding initial conversations ref/ tech stack
- Develop trusted advisor relationships with MPaaS Operating Partners as well as the key accounts/ players that integrates to the MP
- Develop new business with existing clients and identify areas of improvement/ expansion of FinConecta's value proposition
- Assist with challenging client requests and problem solving
- Contribute to develop/ expand share of mind of FinConecta as a key designer/ executioner of OF, OB and MPaaS strategies in markets where Operating Partner operates, communicate best practices -including the supply of relevant content for social media, presentations and speaking engagements

Requirements:

- 5+ years of experience as an Account Manager, Key Account Manager, Sales Account Manager, either in technology companies or financial institutions or fintech
- Deep understanding of financial and technology industries and trends in Africa
- Ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level, including webinar and roundtables with different stakeholders
- Experience delivering client-focused solutions to customer needs, involving project management of diverse stakeholders delivering complex tasks. Proven ability
- Ability to develop, modify and present different business models to support value proposition
- Resilience and long term view of the impact of digital transformation in the financial sector in the region
- Able to work remotely and coordinate with different FinConecta roles, engaged in a collective effort to achieve
- Comfortable with base and variable compensation model