



## VP Business Development – Global Treasury Solutions

### About Ascendant

A successful fintech company, Ascendant marries the world of technology and international payments. We build long term business relationships by offering high quality customer service and follow up to ensure we offer the best payment solution strategies. Our easy-to-use online payment platform, aPay, and our API offering drive our growth, helping our customers and partners bring efficiencies to their international AP and AR processes.

### Position Overview

Are you strategic, results-driven, and detail-oriented? The primary responsibilities of the candidate will be to source, onboard, and relationship manage a portfolio of corporate clients. If you're a sales professional who is skilled at taking a company's technology and strategic plan and transforming it to attract new customers this role is for you. Using Ascendant's award-winning technology, you will seek new growth opportunities in the international payment business in the United States.

### Mandate & Responsibilities

- Build a network of clients via self-initiated prospecting (cold calls, emails, social media, trade shows) as well as working with internally supplied resources
- Work with lead generating teams to ensure prospecting is occurring effectively
- Consult and advise prospective clients on global payment strategies by promoting automation, integration and streamlining of payments procedures
- When required, travel to consult with clients and prospective clients
- Update and maintain CRM records for prospects and clients
- Stay on top on industry trends and suggest business development initiatives that can capture additional market share
- Liaise with internal stakeholders to continuously improve the online systems
- Develop solutions for prospects based on needs assessment
- Present product development ideas and requirements to Product Management team
- Test and provide feedback on newly designed functionality



### What do you need to do the job:

- Post-secondary education (Finance, Business or Accounting - preferred)
- Experience in software technology and/or international payment sales an asset to corporate client base
- Knowledge of financial transactions or global banking
- Strong sales abilities
- Strong analytical capabilities
- Interpersonal, relationship-building, verbal and spoken communication skills are crucial
- Positive attitude towards and ability to effectively adapt to change
- Motivated to work independently and accomplish objectives
- Detail oriented with demonstrated ability to manage multiple tasks within time constraints
- Excellent oral and written communication skills
- Focused on team success - a participative team member
- Understand and follow company mandates and policies
- Self-motivated to succeed

### What would make this an easy win:

- Track record with high-performance as a sales professional
- Experience working with international payments company
- Experience in a high-growth, product centric organization
- Comfort selling and explaining API solutions
- Experience selling to CFOs, treasurers, AP/AR personnel and the technical teams of these organizations

**NOTE:** This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

Please submit your resume and cover letter detailing your experience through the [Ascendant Careers](#) page.

*We would like to thank all applicants for their interest, please note only those selected for an interview will be contacted.*