



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 services and follow up to ensure we continue to offer the best payment solution strategies for our customers. 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

The primary responsibilities of the candidate will be to source, onboard, and relationship manage a portfolio of corporate clients. Using Ascendant's award-winning technology, the candidate will seek new growth opportunities in the international payment business. Working closely with internal dealers, the candidate needs to build business relationships efficiently with potential clients on a regular basis.

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



Qualifications

- 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

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.