

Position Title: Business Development Manager - Mortgage Lending Technologies for Financial Institutions and lenders

Company Overview:

Finsolutia is a leading provider of innovative technology solutions tailored for the mortgage lending sector. With a commitment to revolutionizing the mortgage industry, we empower financial institutions across Europe with end-to-end technologies that enhance efficiency, compliance, and customer satisfaction. We are currently looking to increase our business development team, seeking a dynamic Business Development Manager with a proactive approach to play a key role in the sales efforts, generate new leads and drive the adoption of our cutting-edge mortgage lending technologies.

Key Responsibilities:

1. Market Expansion

Collaborate in developing and implementing strategic & Go-to-Market plans to expand the market share of our mortgage lending technologies within financial institutions in Europe.

Identify new business opportunities and establish strong relationships with key stakeholders in the mortgage industry.

2. Sales Leadership

Engage in the sales process from prospecting to contract negotiation, ensuring the successful closure of deals.

Achieve and exceed sales targets, contributing to revenue growth in alignment with company objectives.

3. Product Expertise

Stay abreast of the latest trends and advancements in mortgage lending technologies.

Effectively communicate the unique value proposition of our end-to-end solutions to potential clients.

4. Client Relationship Management

Build and maintain strong relationships with decision-makers and influencers in financial institutions.

Understand client needs and collaborate with internal teams to customize solutions that address specific requirements.

5. Cross-functional Collaboration

Work closely with internal teams, including product development, marketing, and customer support, to ensure seamless delivery and implementation of mortgage lending technologies.

Qualifications

1. Experience

10+ years of proven experience in business development, with a focus on selling technologies to financial institutions in Spain, and across Europe.

2. Education

Bachelor's/Master's degree in related fields or Business Administration

3. Industry Knowledge

In-depth understanding of the lending industry, including regulatory frameworks and emerging trends in technology adoption.

4. Sales Acumen:

Demonstrated success in achieving and exceeding sales targets in the financial technology sector, with a track record of negotiating and closing complex deals.

5. Communication Skills

Exceptional verbal and written communication skills in Spanish and English. Proficiency in additional European languages is a plus.

6. Adaptability

Ability to adapt to changes in the market, client needs, and internal priorities.

How to Apply

Interested candidates are invited to submit their resume along with a cover letter outlining their relevant experience and reasons for being the ideal candidate for the position. Please send applications to mariel.gonzalez@talentocompetitivo.com

Finsolutia is an equal opportunity employer, and we encourage candidates from all backgrounds to apply.