

Business Development Executive

Location: Remote

The Opportunity

We are looking for a high-energy, "hunter-style" Business Development Executive to spearhead our growth within the financial services sector. In this role you will be the frontline strategist identifying and engaging C-level stakeholders at banks, lenders, and fintechs. You will own the top-of-the-funnel, transforming cold prospects into high-value leads and ensuring a seamless transition to our senior Sales team.

Core responsibilities

- **Targeted Prospecting:** Conduct deep-dive research to identify key decision-makers within priority financial organisations.
- **Strategic Outreach:** Craft and execute personalised, multi-channel messaging (Email, LinkedIn) that cuts through the noise of the C-suite.
- **Pipeline Development:** Nurture long-term relationships with prospect organisations, maintaining a steady flow of qualified opportunities.
- **CRM Excellence:** Maintain meticulous records in HubSpot, ensuring data accuracy, communication logging, and pipeline transparency.
- **Marketing Synergy:** Collaborate with the Marketing team to leverage campaigns and repurpose content for high-impact lead nurturing.
- **Sales Integration:** Brief the Sales team ahead of hand-offs to ensure a unified front and participate in weekly team meetings.

What You Bring

- **Industry Expertise:** A strong B2B background in Fintech or Financial Services. You understand the language of banks and lenders.
- **The "Hunter" DNA:** A self-starting, proactive mindset with a proven ability to self-generate leads rather than waiting for them to arrive.
- **Technical Literacy:** The ability to deconstruct technical solutions and articulate their value to both technical and non-technical stakeholders.
- **Social Selling Fluency:** An active and professional LinkedIn presence with experience using social platforms to build brand authority and book meetings.
- **Process-Driven Mindset:** Exceptional organisational skills with a "keen eye for detail" regarding CRM hygiene and follow-up sequences.
- **Communication Mastery:** Elite written and verbal skills, backed by the ability to listen actively and pivot messaging on the fly.

Key Strengths

- Resilience and motivation
- A collaborative spirit that thrives in a team-centric sales environment.

Must Haves

- Fluent in English language (written and spoken)
- Based in the UK, Nordics, Baltics, or Central Europe
- Demonstrated success in a **B2B fintech sales environment**.

Nice to Have

- Experience of working in a startup environment
- Knowledge of banking processes/core banking technology
- Additional language skills - Nordic/Baltic countries/Dutch/Spanish/French/German

What is core banking?

Ever wondered what happens when you tap your phone on a contactless terminal? How money actually gets in and out of your bank account? Or how banks and Fintechs actually build and operate financial products? That's where core banking systems come in; they provide the account ledgers, product configuration and integration points to the financial ecosystem. Some financial institutions build their own core in-house, others buy them from core banking vendors, like us.

About SaaScada

SaaScada is a data-driven core banking platform serving clients across the UK, Europe, and the Middle East. We support a diverse range of financial institutions, from Payment Service Providers and EMIs to fully licensed banks.

Our success has been built by a small, highly experienced team that has consistently challenged traditional approaches to core banking. By combining modern technology with deep banking expertise, we enable our clients to launch, scale, and innovate more effectively. As we continue to expand globally, we are investing in key roles to support our growth and strengthen our market presence.





What we offer

- Competitive salary aligned with experience
- EMI share option scheme – you will share in our success
- Family health insurance
- Life cover
- 25 Days Holiday (+ Bank Holidays)
- Remote working environment
- High trust, low bureaucracy, and a culture of respect and accountability

**If you want be part of a fast-growing, forward-thinking business,
please send your CV and covering letter to: careers@saascada.com**

ALL APPLICANTS MUST BE ABLE TO EVIDENCE THE RIGHT TO WORK IN THE UK.

NO AGENCIES PLEASE.

