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Account Executive — FinTech

Description

The Fintech Sales Team at Plaid combines deep product and industry knowledge and is focused on bringing Plaid's expanding solution suite to the ever-growing number of fintech companies across the country.

You'll be a key individual helping us achieve this mission. Your focus will be identifying and engaging with leading fintechs, build long-lasting relationships with these companies, and aligning Plaid solutions to their specific and unique business needs. You will also work with some of Plaid's highest value customers to identify new opportunities where Plaid's increasingly diverse range of solutions can add value to their business.

Responsibilities

- Identify potential customers and run the end-to-end sales process within Plaid's Fintech segment
- Develop deep knowledge of Plaid's existing Fintech customers and identify growth opportunities
- Build and maintain relationships within Fintech customers, from executives to product teams and developers; be viewed as a subject matter expert
- Work with Product team, SEs and Account Managers to identify gaps in Plaid's solutions for Fintechs and help execute your sales strategy
- Manage pipeline and accurately forecast deal value and win probability

Qualifications

- Significant experience (9+ years of quota-carrying experience) in a new-revenue role.
- Strong track record of closing complex, high-value deals with specific expertise selling to Fintech companies
- Exceptional prospecting, qualifying, and negotiating skills; consultative sales approach with a focus on delivering value relative to each customer's unique business needs
- Proven ability to interact and articulate complex solutions to all levels of a Fintech organization
- Interest in financial services products and a desire to create strategic relationships that help customers succeed; Understanding of API functionality and the ability to quickly learn how Plaid solutions operate 'under the hood'.
- Excitement to work in a high-growth environment and to help build processes and tools as needed; Solution-oriented mindset and an ongoing desire to 'make it better'

Hiring organization

Plaid

Plaid is a data network that powers the tools millions of people rely on to live a healthier financial life. Plaid works with thousands of companies like Venmo, SoFi, and Betterment, several of the Fortune 500, and many of the largest banks to make it easy for people to connect their financial accounts to the apps and services they want to use. Plaid's network covers more than 12,000 financial institutions across the US, Canada, UK and Europe. Headquartered in San Francisco, the company was founded in 2013 by Zach Perret and William Hockey.

Employment Type

Full-time

Job Location

San Francisco, CA, United States

Date posted

30 January 2023

APPLY