

Business Development Associate

We are looking for fintech and sales enthusiasts who are ready to work in a fast-paced setting. As a Business Development Associate at CreditMate, you should be articulate, detail-oriented, empathetic, organized, tech-savvy and be able to execute in the face of dynamic targets.

Your mission should you join us

- A field intensive role where you build lasting relationships with lenders, which could range from new-age fintech lenders to NSE-listed retail banks & NBFCs.
- The role requires you to help lenders engage and connect with their borrowers by using the CreditMate Collect platform.
- You will search for prospective clients and meaningfully convert sales leads.
- You will manage client relationships from end-to-end, including pitching, negotiation, cross-selling, invoicing, result-tracking and troubleshooting.

What you will need for an Audition

- 1-3 years of relevant experience in a business development or sales-oriented role.
- A skill set encompassing Outbound Business Development from Pitching to CXOs, Building Alliances, Negotiation and Deal Closure to managing existing Key Accounts relationships and upselling.
- Good communication skills, a strong sales background with a passion for learning.
- Thorough understanding of Microsoft PowerPoint and Microsoft Excel.
- Prior Experience in Financial Services, Fintech or SaaS sales is a plus.

To apply, send your CV to hr@creditmate.in .