

Part-time Business Development Manager FX

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Company: Dupen Ltd

Location: United Kingdom

Category: other-general

Part-time remote role – **New Business Development Manager – Associate / consultancy role – FX Solutions** . This exciting payments Fintech start-up offers a Forex solution with fantastic potential for the international money transfer market.

The company seeks to collaborate with seasoned **international payments sales / business development / consultancy** professionals – with strong **money transfer** experience – and **contacts in Banking, Pensions, Asset Management** – who can identify new sales leads, establish rapport and essentially create warm appointments for the senior management team to sell the solution.

The product enables international money transfer companies / asset managers / pension firms to win market share and really differentiate their service.

Already two huge institutions have signed up to use the solution, so there's some great reference clients to point to.

This is purely a commission-only position (refer below) and you'd have a direct contract with the client.

In terms of corporate identity, you can be fully badged-up as an associate of the company or, if you'd prefer a lighter touch, you can be an introducer rather than a full associate; the

client is very easy-going in this respect.

The role will probably suit an entrepreneurial sales person who is combining this with other non-competitive activities.

– **A typical ticket sale is £60,000 (larger deals £250,000; there is no limit – the company’s largest current prospect is £10M!) and the client offers a 20% commission rate on introductions that lead to the sale, with a 10-year re-occurring commission structure too.**

As they say ‘it’s who you know’ so this could be a great opportunity to leverage your contact knowledge with an exciting new product that has huge market possibilities.

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