

United Kingdom Jobs Expertini®

Technical Account Manager - Fintech Solutions

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Company: Staq.io

Location: United Kingdom

Category: other-general

About Us:Staq is a leading Banking-as-a-Service (BaaS) and embedded finance platform, transforming the way businesses integrate banking and financial services. At Staq, we empower our clients to innovate, expand, and streamline their financial services offerings, leveraging our cutting-edge platform. Our mission is to bridge the gap between traditional banking and the digital era, providing seamless, scalable, and secure financial solutions.

The Role:We're seeking an experienced and driven Technical Account Manager to specialize in Fintech Solutions. This role is essential for nurturing client relationships, guiding clients through our Staq solutions, demonstrating our platform's capabilities, and providing technical and non-technical support. The ideal candidate is tech-savvy, an excellent communicator, and a problem-solver who is passionate about driving customer success in the fintech space.

Responsibilities:Serve as the primary point of contact for all technical and product-related inquiries from clients, ensuring a seamless client experience. Conduct in-depth demonstrations of Staq's fintech solutions, customizing each demo to meet the unique needs of the client. Understand and document client requirements, working closely with the sales, technical, and product teams to tailor solutions that meet these needs. Facilitate the onboarding of new clients, ensuring they have the tools and knowledge needed to integrate and use our platform successfully. Provide ongoing support and guidance to clients, including troubleshooting technical issues and advising on best practices for utilizing Staq solutions. Collaborate with the product team to relay customer feedback and contribute to the continuous improvement of our solutions. Stay informed about industry trends and developments in fintech, BaaS, and embedded finance to provide clients with expert insights

and advice. Requirements: Bachelor's degree in Finance, Information Technology, or a related field. 3+ years of experience in a technical account management or client-facing role within the fintech, banking, or technology sectors. Deep understanding of fintech solutions, BaaS, and the digital transformation of financial services. Exceptional communication and presentation skills, with the ability to translate complex technical concepts into clear, understandable terms. Demonstrated ability to build strong relationships with clients and work collaboratively across teams. Problem-solving mindset with a strong analytical approach to addressing client needs. Self-motivated, with the ability to work independently and manage multiple accounts simultaneously. Proficiency in English is a must. Additional language skills are a plus.

We Offer: Competitive salary and comprehensive benefits package. Opportunity to work with a cutting-edge fintech platform at the forefront of the digital banking revolution. A dynamic and supportive work environment with opportunities for professional growth and development. The chance to make a significant impact on our client's success and the broader fintech ecosystem.

How to Apply: To apply for the Technical Account Manager - Fintech Solutions position at Staq, please use the LinkedIn Easy Apply feature. Ensure your LinkedIn profile is up-to-date with your latest experience and skills relevant to the role. No direct submissions through email or external platforms will be accepted for this position. Staq is proud to be an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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