

Director of Strategic Alliances

Validis is seeking a Senior Sales person to drive partnerships and alliances in the North American market. The position will be responsible for locating, developing, negotiating, and closing business relationships with partners that can help us penetrate our key markets.

Validis deploys a SaaS platform to facilitate the gathering of financial data from the customers of commercial lenders and accountants. Our platform allows our clients to extract full financial data in minutes from the main accounting applications. Our intelligent transformation normalizes this data into a common format allowing automation of the import and consumption of the data via a white labelled portal or by using our API to directly integrate the data into their internal processes.

The platform delivers material time savings, drives revenue growth and allows much greater insight into a lender's clients. Three of the big four accounting firms are already clients as are 80% of the tier 1 banks in the UK.

The most important strategic alliances for Validis are to develop pre-built integrations into the main loan origination, spreading and portfolio management solutions. The rapid growth seen in the US lending market can be accelerated if we can enable the bank to use a fully integrated solution to feed directly into the applications they use from vendors such as nCino, Baker Hill, Sageworks, Finastra.

Duties

- Advance the commercial conversations with all target partners to deploy pre-built integrations to the main applications our clients use. Thereby shortening the sales cycle and establishing referral and resale relationships
- Drive both indirect (resale) revenue in our target verticals as well as facilitate increased direct revenue by our sales force
- Analyze and define other markets and partner opportunities we can establish to resell integrated product to
- Support our efforts to drive market awareness, contributing to marketing collateral, white papers and speaking at industry events

Skills

- Strong understanding of commercial credit process
- Excellent communication skills, backed up with closing, prospecting and sales skills
- Market knowledge and ability to analyze and predict trends in the market that will impact us
- Understanding/comfort with technology and software integration
- High energy and professional

Qualifications

- Bachelor's degree
- Industry certifications a benefit but not required