

## Head of Strategic Alliances - UK (London)

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

Validis is a young dynamic fintech company with an innovative platform for the SME finance and accounting sector, we are the revolutionary and industry-first financial data transmission software, that's empowering global accountancy firms, financial institutions and commercial businesses. The growth potential is enormous and we are looking for a passionate Alliance person to take a key role in our energetic commercial team.

### Job Description

- Leading all partner relationships across all sectors in order to inform, educate and discover value
- Focus on Technology, Data, Advisory and Accounting system providers
- Alliances will include API connectivity, data push from Validis to partner solution, re-sellers and referral relationships
- Knowledge of data partners, lending industry and/or accounting industry desired
- Primary focus is to grow Validis revenue through partners
- Maintaining the CRM database (Salesforce) and accurately reporting
- Educating business decision makers on the benefits of using Validis;
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors;

This is an exciting role at the forefront of the delivery of an exciting fintech product that is used at the front line of financial accounting information driven business decisions in a continually changing and demanding business market.

### Key Skills

- Strong experience of managing partners and alliance relationships required
- Experience in technology and/or data
- An understanding of the SME Lending industry and their business models preferred.
- Ability to build and sustain relationships at a senior level
- Intellectually curious / naturally ask insightful questions to progress conversations forward
- Can demonstrate ownership, organization and drive
- Have creative ideas about how you could approach and engage with your market goal driven
- Have an ability - and desire - to understand customers problems and find solution fits
- 2.1 minimum BA/BS degree required

### Key Competencies

- Planning and strategising
- Persuasiveness
- Adaptability
- Negotiation skills
- Goal driven
- Articulate
- Reliable and trustworthy

### Remuneration

- 25 days annual leave
- Uncapped OTE
- Pension
- Access to office gym
- The opportunity to progress your career at one of the UK's fastest growing FinTech companies

**To apply, please visit [www.validis.com/about/careers/](http://www.validis.com/about/careers/) or call 0844 375 9070**