

## Head of Business Development – Strategic Partners

Reports to: Chief Executive Officer

Location: London with European Focus

Fourex is Foreign Exchange operator and innovative fintech company. Fourex operates through a unique automated self-service solution for the exchange of both banknotes and coins from over 150 currencies. The solution continues to develop to provide a self-service interface for Payments solutions.

Fourex current has 35+ locations across 2 countries and seeks a Business Development Manager to continue its rapid growth.

### Key Accountabilities

- Winning new business for Fourex Kiosk Placement with multi-site delivering Strategic Partners in high value target locations
- Developing and delivering international strategies for a consistent high volume of new kiosk placements
- Create and Manage the Business Development Pipeline, to meet and exceed Business Development Budgets
- Working alongside the deployment team to effectively schedule the consistent rollout of new kiosks
- Working alongside the finance team to creating accurate and adaptive business cases to validate new business opportunities
- Proactively develop and manage new relationships to generate new business opportunities
- Create new product proposition partnership opportunities with payment solution providers
- Manage new and ongoing accounts to retain and grow revenue with existing contract partners

### Essential Experience:

- Hands on sales execution to Retail, Transport Service partners and International Travel Gateway operators
- Demonstrable experience of winning new business at a senior influencer level resulting in Key Accounts and growth focused partnerships
- Business Development Strategy creation and execution
- Pipeline Management
- Superb Account Management skills with Retail, Commercial Transport and International Gateway Operators
- Excellent negotiation skills with a bottom line focused view to profit generation and ROI
- Contract negotiation skills at a senior influencer level
- Forecasting, Budgeting and Business Case validation
- A dynamic and energetic Business Development Leader with a full appreciation or a technical proposition in relation to its commercial value
- The ability to travel across the UK and Internationally if required

### Preferred Experience:

- ATM Business Development with experience in generating revenue from Foreign Exchange Services (FX dispense or Dynamic Currency Conversion)
- Experience of either/and Foreign Exchange Retail, Self Service Retail or the Payments Sector
- An individual who can demonstrate a network of decision makers within high footfall retail or Travel Service environments
- Experience of growing and maturing an Early Stage Business