

United Arab Emirates Jobs Expertini®

Account Executive (GF)

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Company: Mambu

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

At Mambu, we believe that banking and financial services can change the world for the better. We also know that inflexible systems are slowing innovation and limiting impact. We're on a mission to change that, to make banking work better for everyone.

Join us as we bring banking and financial services technology into the digital-first world. Where our best-in-class, cloud-banking platform is igniting financial change globally. Where we are enabling our customers to build great banking experiences for their customers; in a faster, more flexible and more dependable way than ever before.

If this mission drives you, if you are bold, curious, customer-obsessed and ready to embrace a challenge, then we want you on our team.

At Mambu our people are the foundation! We prioritise continuous learning and development to empower Mambuvians for success and growth. We provide a learning budget by function for professional development and offer a comprehensive L&D program that enhances both technical expertise and soft skills.

Let's rewrite the rules of banking together!

What You'll Do

Your mission is to:

Nurture opportunities and existing accounts, building and maintaining strong relationships with all key stakeholders to ensure long-term

Manage complete and complex sales-cycles, taking a consultative and detailed approach to presenting the full platform features to often presenting to C-Suite key decision making executives

Create proposals and assist with RFP responses, coordinate deal negotiation, arrange on-site visits to close deals and hand-over projects to the delivery team

What You'll Bring

Your experience includes:

Considerable experience in a sales or Account Executive position within the FinTech industry with the ability to coordinate multiple stakeholders in a smooth and streamlined sales process

Taking a consultative approach to understanding customer needs and challenging them on solutions, whilst always working towards sales closure

Solid technical understanding of SaaS solutions - preferably cloud technology and delivery models - and how they apply to the financial services industry

Your Colleagues Would Say

You're a strong, self-starter with the ability to build connections and communicate proficiently in English with other internal and external stakeholders and departments

You have a team-player mindset and a positive attitude towards colleagues and clients all across the world - even in challenging project phases

You are detail oriented with a strong eye for organisation and processes, while multitasking on numerous sales conversations at once

Mambu's future

We are a diverse group of Mambuvians, and we are growing fast. Our eyes are on the future, and we believe we can use our technology and our talent to deliver banking experiences for billions that are also sustainable and inclusive and accessible.

Your future

We're also focused on delivering a fantastic working experience for all Mambuvians. We pioneered the 4 day working week between June - August many years ago, and continue to innovate around how work should feel and how it should get done. Our Mambu Deal is how we articulate this relationship of support and dedication which drives us all forward.

To stay on top of the latest Fintech trends and our success stories, please follow us on LinkedIn .

To experience more of the Mambu culture in action, you can follow us on Facebook , Instagram or YouTube .

To explore more about Mambu - the mission we're on, the world we're building and the values that drive us - get started at mambu.com/careers .

As part of the recruitment (or HR onboarding) process, you will be required to obtain authorized criminal background and credit screening results, as well as be queried against a sanctions/anti-money-laundering/counter terrorism financing/politically exposed persons screening service and your employment is conditional upon approval of these results.

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Don't meet every single requirement Studies have shown that many job seekers (including women, people of colour and people from diverse backgrounds) are reluctant to apply to jobs unless they meet every single qualification.

Here at Mambu we are dedicated to building a diverse, inclusive and authentic workplace, so if you're excited about this role but your past experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyways. You may be just the right candidate for this or other roles.

Mambu is committed to working with and providing equal opportunities to people with disabilities. If you have a medical condition or disability which inhibits your ability to complete any part of the application process, and are in need of a reasonable adaptation of the process to accommodate your needs, please contact us at [HIDDEN TEXT] and let us know how we may assist you.

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