



Castler Job Posts

Location: Delhi & NCR, Mumbai, and Bangalore

1. Senior Business Development Manager & City Head

Candidates from Banking / Fintech / Payments background are preferred.

The ideal candidate will lead initiatives to generate and engage with business partners to build new escrow/digital banking business for the company. This candidate will be focused and have strong communication skills. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

Responsibilities

- Develop new relationships to grow business and help company expand
- Dialogue with relevant clients to understand their business objectives and challenges
- Analyze clients escrow banking transaction requirements and provide relevant solutions
- Give demo of the platform and Structure the solution for them if required
- Negotiate and onboard the customer with a customer first approach
- Present value-proposition to new leads and current customers
- Prospect for new opportunities through networking and references
- Maintain existing business

Qualifications

- MBA degree (preferred) or relevant experience
- 3 - 4 years' prior banking / Fintech / payment industry related business development experience
- Strong communication and interpersonal skills
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented