



## JOB POSTING – HEAD OF BUSINESS DEVELOPMENT

### ABOUT PELOTON TECHNOLOGIES

Peloton is a Financial Technology company with the potential for huge growth. Our technology team has spent 10 years developing a platform that is poised to change the payments landscape. With an already impressive customer base built on revolutionary service offerings, we are gearing up for the release of new products that tie all our service offerings together.

### WHY PELOTON?

At Peloton, we live by our core values of **Teamwork** and **Respect**. Our team consists of dedicated, high-performing individuals that support one another across all channels of our business. We are a fast-growing company with exponential room for growth. We are seeking passionate team members who thrive in an innovative, agile and inspiring work environment.

Peloton staff are experts at managing and participating as members of remote teams. Utilizing tools such as Google Hangouts, Skype, Slack, Sync and Azure DevOps for collaboration. While most of our work is done remotely, in-person meetings are an important part of forming relationships and are required at strategic points within projects. Peloton staff are predominantly based in Victoria, BC and enjoy a work-from-home structure. When in-person meetings are required most staff travel by foot, cycle or public transport. Peloton is a near paperless operation; only producing paper for compliance and as required by third parties.

### WHAT WE OFFER

- Competitive compensation package
- Work-remote allowance
- A flexible work-remote schedule
- Opportunities for travel and professional development
- Clear job growth opportunities

### POSITION SUMMARY

We are seeking a dynamic and experienced Head of Business Development with exceptional communication skills and the confidence to present our product offerings in a detailed and informed manner. Reporting to the Director of Product Development, our ideal candidate will have significant experience in the financial services sector with a strong understanding of selling software as a service. You possess solid leadership abilities but do not shy away from the small tasks required to get the job done. You are comfortable wearing multiple hats, taking initiative and working independently when required.

Peloton Technologies' business model focuses on transaction management and payment processing. The Head of Business Development is responsible for developing and maintaining exceptional relationships with Peloton's clients and business partners. You will be responsible for managing our client portfolio effectively and efficiently, ensuring optimal use of resources and maximizing revenue generation.

Ongoing responsibilities include developing an understanding of clients' business goals, processes and needs, identifying appropriate solutions, supporting clients during implementation, and maintaining contact to ensure clients' needs continue to be addressed. The Head of Business Development will work closely with the marketing team in the development of marketing and sales collateral. In this role you are the client-face of our company and are equally comfortable presenting to an independent small business owner as you are to a National accounting or law firm.

The successful candidate will be a key contributor in growing Peloton's business by identifying opportunities for new partnerships, products, and/or processes, collaborating with the Peloton team to assess feasibility, and providing business insight and understanding throughout the development process. Finally, this role provides sales reporting and expert advice to the Directors including recommendations to support Peloton Technologies' continued growth and success.

## **KEY RESPONSIBILITIES**

### DEVELOPING AND MANAGING RELATIONSHIPS

- **Client relationships**
  - Identifies key individuals in client organizations
  - Works with clients to identify/clarify needs and issues; ensures solutions address clients' requirements/solve clients' business problems with ongoing contact
  - Manages timelines and expectations
  - Guides/oversees product/process implementation
  - Identifies opportunities for referrals
  - Identifies potential clients and connects with them
  - Identifies and analyzes what works/doesn't work, applies learnings to future client interactions
- **Partner relationships**
  - Builds a network of key contacts
  - Maintains regular interaction with key individuals
  - Manages timelines and expectations
  - Collaborates with key contacts to problem-solve, develop new products/processes
- **Internal relationships**
  - Identifies experts and "go to" people
  - Shares information readily
  - Shares expertise in clients' needs; collaborates to identify opportunities for new products and processes; provides input and feedback on new products and processes

### PORTFOLIO MANAGEMENT / ADMINISTRATION

- Uses a Customer Relationship Management (CRM) system to:
  - Onboard new clients
  - Manage client contact
  - Track status, stages of product/process implementation, etc.,
- Creates, shares, and implements new CRM forms, processes, etc., as required

### BUILDING PARTNERSHIPS

- Identifies opportunities for new partnerships or expansions of existing partnerships for Peloton
- Uses understanding of effective partnerships to assess opportunities and shares analysis and recommendations with directors

## QUALIFICATIONS

### EDUCATION

Bachelor's degree in business administration, statistics or mathematics or equivalent work experience

### EXPERIENCE

- 8-10 years' experience in sales in the financial or technology industry
- Experience working with a startup technology company considered an asset

### KNOWLEDGE, SKILLS, AND ABILITIES

#### Knowledge

- Strong knowledge of the financial industry, specifically payments, POS, accounting
- Strong knowledge of payments solutions options
- Strong knowledge of web applications and cloud based technologies
- Knows who the competitors are and the pros/cons of their products
- Good business knowledge – operations, processes, common challenges
- Comfort with MS Office suite
- Understanding of financial industry software capabilities is an asset

#### Skills

- Outstanding communication skills, both oral and written, and exceptional listening skills, including identifying key questions, issues, and/or opportunities
- Highly organized, detail focused
- Able to track and manage multiple contacts, needs, and priorities
- Presentation skills
- Fluency in English required
- Canadian driver's license with a clean driving record
- Fluency in French and/or Spanish (oral and written) considered an asset
- Works independently effectively

#### Abilities

- Quickly builds trust and credibility
- Sees the "big picture" and spots opportunities for partnerships
- Understands audience and targets communication appropriately, i.e., recognizes level of technical understanding, adjusts to suit audience, and provides meaningful information
- Utilizes a variety of tools and approaches to communicate ideas
- Assesses a variety of payment solutions and determines the best fit for client's needs

## HOW TO APPLY

To apply please send your resume and cover letter to [careers@peloton-technologies.com](mailto:careers@peloton-technologies.com) with the subject line "Head of Business Development application - Your Name".

We are interviewing on a rolling basis so apply at your earliest convenience. We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.