



# Business Development Executive

## Experience req. 0-2 years

### About us

MoneyHop is a London based full-stack cross-border neo banking solution for Indian millennial's that enables them to Send, Spend, and Collect money conveniently and economically across the globe. Being a full-fledged money changer regulated by the RBI, the company provides a unified interface through which users can seamlessly transfer money between multiple accounts at a near IBR rate. In short, MoneyHOP aims to simplify the international banking procedures and help India go global. Its state-of-the-art, tech-centric, customer-focused solutions are designed explicitly to build the next generation digital banking platform for an user-intuitive and economical currency exchange experience.

In short,  
Zero Transfer Charges+Best-in-class exchange rates+Real-time currency  
exchange=moneyHOP

## **Mission**

- To solve roadblocks in cross-border payments through tech-oriented approaches.
- To make banking smarter, faster, better.
- To provide a unified platform that lets Indian millennials Send, Spend, and Collect money anytime, anywhere!
- To leverage an accessible, flexible, and fastest gateway that makes International money transfer cheap, convenient, and transparent with competitive exchange rates and no mark-up fees.
- To make banking paperless, presence less, and cashless.

## **Vision**

Our vision is to revolutionize banking for millennials in India and globally. We work towards making international money transfer seamless and convenient for millennials through our experience-rich, digital, and mobile-first banking solutions. In our journey, we aim to harness the power of premium technologies such as Artificial Intelligence to empower Indian millennials with technology-first cross-border banking solutions. Ultimately, we aim to become an embodiment of financial services where consumers' financial needs can be addressed from a single touchpoint.

## **Roles & Responsibilities:**

- Drive the new Business for Forex products directly by actively managing the sales process i.e. lead generation, Scheduling meetings, explaining the product, negotiation and closing.
- Building and maintaining business relationships with clients for future Forex needs.
- Manage existing relationships to achieve 100% retention along with cross sell.
- Ensure 100% adherence to policies, processes & systems.
- Will be responsible to create brand awareness in the respective markets.
- Will have to drive a profitable P&L with a sustained growth rate and increase in market share.

## **Skills Required:**

- Excellent communication skills.
- Strong interpersonal skills and Quick Learner.
- Ability to understand client's needs and present solutions.
- Understanding of Forex market and product.
- Decision Making and must be strong in client acquisition.