**Commercial Manager / Business Development Manager**

**Location:** EU – Anywhere

**Experience Level:** 5-10 years sales

**Reporting to:** EU Commercial Director

**Salary:** Competitive

**About Fuse Capital**

Fuse Capital breaks the mould of traditional finance and advisory for technology firms. Operating since 2013 with clients in the UK, Europe & Asia, we have helped over 450 clients secure bespoke private debt solutions. Our passion for supporting entrepreneurs and our access to the most innovative private debt funds enables us to help accelerate growth in scaleup businesses.

We pride ourselves on our financial acumen yet are unlike traditional finance people. There are no suits worn in our office, instead, you will meet a team of diverse and young minds looking to connect and collaborate.

Fuse Capital follows a flat hierarchy methodology; everyone's voice is heard and encouraged. We enjoy the flexibility of hybrid working and believe that by bringing the right people together at the right time, our Y-O-Y growth trend will continue, and we will become the dominant player in our chosen market.

**Job Overview**

Due to rapid growth, we are looking to hire a dedicated and experienced Commercial Manager to service clients in the EU. The Commercial Manager will work closely with the EU Commercial Director act as the face of the company and will have the remit to create and execute an effective sales strategy in his/ her territory.

With exceptional deal flow and exposure to a global client base of high growth technology businesses, many of whom are VC backed, you will have the opportunity to work in a dynamic environment, developing broad skills in debt advisory and private credit execution. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

A strong attention to detail and the ability to work under pressure is essential. So, if you are ambitious and a looking for your next challenge, Fuse Capital could well be the right next step.

**The role**

**Your primary duties will include, but not be limited to:**

* Identifying and developing new business opportunities
* Creating customer proposals
* Building relationships with customers
* Negotiating contracts and closing deals
* Expanding the profile and reach of the company and its brand
* Developing and strengthening internal and external relationships to bolster lead generation and market share
* Tracking emerging markets and trends
* Fostering and maintaining an entrepreneurial growth culture throughout the company and across all teams and work functions
* Conducting webinars and presentations to raise the brand and product profile
* Getting involved with content generation ideas and production, including written, video and audio formats

**Personal Qualities and Competencies**

The role requires strong soft skills as well as attention to detail. Candidates should demonstrate expertise in:

* Relationship management
* Leadership, management and mentoring skills
* Strategic planning skills
* Knowledge of product and sector
* Financial and business acumen
* Excellent presentation and communication skills
* Ability to communicate accessibly and concisely about product or service to outsiders, including prospective customers, clients, partners, vendors, and press
* Effective organisational skills
* Negotiation skills
* Research and analytical skills
* Interpersonal and customer-service skills
* Big-picture thinking
* Lead generation and management experience
* Fast learner
* Enthusiasm and sincerity

Please note that while experience and understanding of finance, with particular reference to debt and equity would be an advantage, it is by no means a prerequisite. Most importantly we are looking for talented, driven, like-minded people to share in our journey to becoming the No1. Debt Advisory business in the scaleup technology market.

Send your CV and cover letter to: **jobs@fuse-capital.com**