

# VP of Business Development

## JOB DESCRIPTION

Blackmore Partners is seeking candidates for a PE owned company in the payment industry. This is a high value added payment technology company located in Canada just breaking into the US. We are seeking candidates with business development experience in the technology or banking industry, preferably experience in selling in the payment card industry. The ideal candidate should be able to take a prospect, articulate a value proposition and then run a sales cycle in order to be able to move it into a signed deal. The successful candidate should be able to deal with both software partners, distribution partners, banking partners, and processing partners, and operate very comfortably and independently in a start-up environment.

The company will offer a package of \$150-250k base salary plus bonus based on EBITDA improvement and stock option based on experience for the right candidate. Travel would be around 30% and potentially higher.

## QUALIFICATIONS:

- Experience in BD of at least 10 years
- Ability to take the customer centric sales
- Located in commutable distance from Stamford, CT
- Experience run through an entire BD sales cycle that turned into value
- Experience selling technology is preferable

Apply or ask any questions at [Talents@blackmorepartnersinc.com](mailto:Talents@blackmorepartnersinc.com)