



Client Acquisition Manager

Founded in 2015 to address the unmet financing needs of SMEs, **Validus is today the largest online lending marketplace in Singapore** with a growing presence in Indonesia, Vietnam and Thailand.

An award-winning Fintech, Validus uses data analytics and AI to provide growth financing to SMEs via funds from HNWIs and institutional investors. Backed by global VCs, our mission is to drive financial inclusion for SMEs through technology, data and industry collaboration.

As with the SMEs we serve, we may be small but together we are a mighty force! Our success is dependent on what each of us does, how we do it, and our belief that we can always do better. We're building a strong team of passionate, capable individuals who are committed to making Validus the best online lending marketplace in the region.

As Client Acquisition Manager, you will be responsible for the sales of Validus' unsecured financing solutions to SMEs. Validus' products include invoice financing, purchase order financing and working capital loans. This role will focus on client acquisition activities only with minimal account management.

Key Responsibilities

- Acquire new SME clients through cold calling, networking, and referrals
- Provide needs-based financing solutions to new and existing SME clients through cross-selling and upselling
- Ensure completion of daily targets of thirty to fifty cold calls and two meetings
- Administer the onboarding of and loan disbursement from five new SME clients every month
- Ensure all sales processes are properly documented and close any gaps in the client acquisition cycle – from onboarding of new SME borrower to first loan disbursement

Requirements

- Degree in Accountancy / Finance / Business Administration is preferred
- 3 - 5 years of experience in SME lending / Business Banking is preferred
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