

Job Description:

Fintech Account Executive

Piermont Bank enables innovators in the fintech ecosystem to launch new product and service propositions. As the bank scales its Banking as a Service (BaaS) business and launches new offerings, we are seeking an experienced account executive to nurture our existing pipeline and seek net-new growth opportunities within our fintech vertical.

About the role (to name a few key accountabilities): As part of the Innovation Banking team, you will:

- Own the bank's inbound sales channel, focusing on driving deposit growth and payment volume from fintech clients
- Develop outbound sales strategies to generate quality leads and new growth opportunities
- Drive potential clients from initial conversation to deal close
- Generate reporting to track sales outcomes and relationship-level profitability
- Support marketing and business development initiatives focused on the bank's fintech vertical
- Foster and maintain constructive relationships with fintech ecosystem players

About You:

- Bachelor's degree or equivalent
- 3 + years of sales experience, preferably within fintech/payments
- Self-starter, motivated, independent, versatile team player who works well under pressure
- Strong track record of meeting or exceeding sales targets
- Excellent verbal and written communication and interpersonal skills
- Deep interest and understanding of existing and emerging fintech trends

Piermont Bank is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We do not discriminate based upon race, religion, color, national origin, political affiliation, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability or other applicable legally protected characteristics.