



Flexiti Financial

Flexiti has reimagined point-of-sale (POS) consumer financing to drive sales for retailers in-store and online, and is one of Canada's leading private label credit card issuers. Through our award-winning platform, we deliver a POS financing experience across any device that is customer-centric, simple and intuitive. Without the need to integrate into existing POS systems, retail partners can easily offer the same fast and paperless financing solution across all retail locations and sales channels to increase revenue and build loyalty through repeat purchases. Flexiti's joint venture with Globalive Technology demonstrates its commitment to innovation in the payments space through the development of solutions leveraging artificial intelligence and blockchain technology. With high approval rates, innovative products and services, flexible promotional offers and a partnership-first approach, Flexiti is helping people improve their lives through better financing. For more information, visit www.flexiti.com.

Account Manager

Flexiti Financial is looking for an Account Manager to lead and develop long-term relationships with an existing portfolio of large merchant partners. Connecting with key business executives and stakeholders, the Account Manager liaises between their merchant partners and cross-functional internal teams to ensure the timely and successful delivery of our solutions. You will work closely with these merchant partners as a trusted advisor to deeply understand their unique company challenges and goals. You will consult with customers daily to help create solutions that will help them reach their business goals.

Responsibilities:

- Be the primary point of contact and build successful long-term relationships with assigned merchant partners.
- Develop a trusted advisor relationship with key account and executive stakeholders.
- Ensure the timely and successful delivery of our solutions meeting merchant partner needs and objectives.
- Forecast and track key account metrics.
- Enhance organization's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value and grow the relationships.
- Responsible for keeping merchant partners satisfied and delivering exceptional client service on a day-to-day basis.
- Monitor and analyze merchant partners' usage of our product.
- Liaise between the merchant partner and internal teams.

Requirements:

- Proven account management experience.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level.



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- Resourceful and collaborative approach to partnering.
- Experience in delivering client-focused solutions based on customer needs.
- Proven ability to manage multiple projects at a time while paying strict attention to detail.
- Excellent listening, negotiation, and presentation skills.
- Excellent verbal and written communications skills.
- Bachelor's Degree in appropriate field of study or equivalent work experience.
- Self-motivated and able to thrive in a results-driven environment.
- Natural relationship builder with integrity, reliability, and maturity.
- Ability to prioritize among competing tasks.
- Critical thinking and problem solving skills.
- Excellent time and project management skills.
- Keen attention to detail and adherence to deadlines.

The Perks

Below are just a few reasons why people love working here:

- Great and passionate people in a very supportive environment
- Fun offsite outings
- Comprehensive health and dental benefits
- Competitive salary; commensurate with experience