



Position Description: FinTech Industry Manager - Global

Title: Business Development Exec - FinTech Market
Reports to: Chief Revenue Officer
Job Type: Salaried, Full Time
Relocation: Remote

GRC is changing the way datacenters are designed, built, and operated to reduce the cost, complexity, and environmental impact of the world's digital infrastructure. No other company has more experience or expertise in liquid immersion cooling for data center. We've been breaking through limitations and setting new standards for data center sustainability, edge and high-performance computing worldwide. For over a decade, GRC has continued to build upon its patented technology that delivers a more cost-effective and energy-efficient alternative to conventional air cooling.

Job Summary

GRC has already established a number of Fintech clients globally. To propel our next phase of growth, we are investing in hiring a market leader to lead our efforts in this industry. We are looking for the right person who is passionate about datacenter sustainability and the opportunity to transform how Financial Industry customers enable their Datacenter operations with truly environmentally sustainable liquid immersion cooling technology – technology that is less expensive than current technologies and have a proven track record of success.

The ideal candidate will have existing trust relationships with Fintech customers, and will have demonstrated success in generating sales results via direct demand creation, as well as through and with strategic partners focused on the Fintech market. You will contribute to shaping a GRC marketing and strategic alliance strategy that enables the company to meet our shared, aggressive market adoption expectations.

This is a **hands-on sales role** with global responsibility. Experience at a technology start-up is a plus.

Core competencies include a demonstrated experience with the Fintech market and its supporting data center infrastructure.



Key Responsibilities:

We are looking for a leader to build upon GRC reference customer success and quickly expand the company's footprint in the Fintech vertical. The leader will build, shape, and execute a Financial Industry Global Vertical Go-to-Market strategy. S/he will build trusted relationships with customer and partner executives, partner with technical sales architects and be a significant contributor to the revenue growth in our global fintech business.

The ideal candidate is a Fintech industry expert with knowledge of industry pain points, business processes, system landscapes, and solutions. The optimal candidate is an experienced practitioner who has innovated, developed and/or executed strategic transformation programs at or within the industry.

- Charged with developing and executing the overall plan to expand GRC's expansion in this market
- Guide and deliver key targeting metrics, message and pipeline success
- Identify and drive joint opportunities with partner global business development teams
- In this role, you will rely on excellent analytical, problem-solving, and relationship building skills to resolve shared client challenges
- Collaborate with GRC product development and delivery teams to identify product-based opportunities on behalf of these accounts

Measures of Success

- Achievement of planned bookings and revenue numbers
- Business development contributions from GRC Fintech go-to-market partners

Required Education, Skills, & Experience

- Industry Experience: 10+ years working in, or consulting/selling into Fintech organizations in a SI account management, application software sales/presales/business development, business/strategy consulting, or similar capacity. Experience cultivating executive relationships in Fintech service providers.
- Experience enabling Sales on the Fintech industry message, solutions and resources available, developing high touch and at-scale sales programs, and partnering with sales teams to seed and advance strategic solution-based opportunities.
- Customer Engagement: Ability to present to large customer audiences and build credibility with CxOs. Proven track record of and passion for building relationships with sales teams as a trusted advisor on account strategy and strategic opportunities.
- Recent, substantiated success selling with a global technology partner in datacenter hardware and datacenter infrastructure arena.
- Team-oriented collaborative working style
- Ability to manage multiple projects and deadlines with attention to detail



- Ability to manage your calendar and make your own travel arrangements
- Sense of humor is a plus!

Perks and Benefits

- Medical, dental and vision insurance for employees
- Matching 401K program to help you invest in your future
- Flexible vacation time to promote a healthy work-life balance

GRC is an equal opportunity employer. We believe that diversity is integral to our success, and do not discriminate based on race, color, religion, age, or any other basis protected by law.