

At Bankingly, we are convinced that our mission of **enabling financial health and inclusion for all** is now more critical than ever, and to pursue it we are expanding our local presence to 6 new markets right away. To support that rapid growth and help change the world, we need to incorporate a great **Technical Pre-Sales** person to work with our Chief Product Officer (CPO).

We are looking for candidates with an entrepreneurial and high-spirited profile, and a strong ownership sense over his/her challenges and goals.

Responsibilities:

- Support Sales in technical/product conversations with prospects
- Understand market needs and regulation to accelerate deal closure
- Support Sales in RFPs and complex deals
- Work with CPO to translate customer insights into product roadmap

Profile:

- Entrepreneurial, proactive and pragmatic.
- Technical enough to deeply understand a tech product and how to match customer needs to features/roadmap, and/or imagine creative solutions to those customer needs
- Active listener and empathetic with customers and teammates.
- Adaptable and quick learner.
- Great oral and written communicator in English and Spanish
- Having worked with the financial system would be an accelerator but's not a requisite.

What do we offer?

Being part of a high growing startup that operates in more than 10 countries, with a strong focus on the social impact that we are generating. We are convinced that we can work with passion and commitment without sacrificing our personal life.

About Bankingly

Bankingly is a top SaaS fintech in Latin America and we are expanding our footprint in Africa. We work very hard every day to democratize people's access to their money through better digital services, regardless of their resources or location. We work with financial institutions that share this vision to help them reach their goals and grow with their clients.

We are a group of entrepreneurs that believe in working with passion, ownership and integrity. We were founded 5 years ago and count over 60 financial institutions as our clients.

Locations: Montevideo or Mexico City.

Language required: Fluent English and Spanish.

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