

About CashSentinel

CashSentinel is a fast-growing fintech platform that helps businesses digitalize contracts and secure related money flows through escrow accounts. Our platform enables intermediaries, marketplaces, sellers and buyers to complete the full transaction journey digitally: contract creation, approval, secure funding, delivery confirmation and payout.

We are already trusted by most of the leading market players in automotive intermediated sales, and are expanding rapidly across additional verticals such as construction and marketplaces.

Role

We are looking for a New Business Executive to join our commercial team in Barcelona and further strengthen CashSentinel's market leader position.

Your mission will be to grow our client base by actively managing a regular flow of inbound and outbound opportunities.

This is a new business role with a strong hunter mindset: you will identify, engage, qualify, and convert new B2B customers across automotive, construction, marketplaces, and other transaction-heavy sectors. You will work closely with the commercial and leadership teams to refine our go-to-market approach, improve our sales playbook, and turn market opportunities into long-term clients.

What Success Looks Like After 6-12 Months

You manage a healthy pipeline of inbound and outbound opportunities with strong discipline and ownership, and you consistently convert new B2B prospects in our priority segments.

You understand our target industries, their business models, and the specific transaction challenges our prospects face.

You can clearly articulate CashSentinel's value proposition around transaction security, contract digitalization, escrow payments, and payment splitting collection.

You contribute to improving our prospecting strategy, sales messaging, qualification process, and conversion rates.

You have built strong internal trust by being autonomous, reliable, curious, and results-driven.

Required Experience

- Ideally 2+ years of experience selling B2B solutions.
- Previous experience in SaaS, fintech, automotive, construction, or digital solutions is a plus.
- Comfortable managing both inbound and outbound sales opportunities.
- Strong ability to run discovery conversations, understand business needs, and translate them into a clear value proposition.
- Good pipeline management discipline and familiarity with CRM tools.
- Fluent French is required, as well as working proficiency in English. Any of Spanish, Portuguese, or Italian is nice to have.

Profile

You have a true hunter mentality: you enjoy opening doors, creating opportunities, and chasing new business;

You have a strong sense of ownership: you take responsibility for your pipeline, your numbers, and your outcomes;

You are self-motivated: you do not wait to be pushed, you move fast, learn quickly, and keep improving;

You are curious: you ask questions, seek to understand different industries and business models, and use what you learn to improve your sales approach;

You are structured, resilient, and comfortable operating in a fast-moving environment;

You are ambitious, commercially sharp, and motivated by impact.



Why Join CashSentinel

- Join a growing fintech company with strong product-market fit and a leadership position in its core market.
- Work on concrete B2B challenges with strong commercial impact: securing transactions, digitalizing contracts, and automating commission collection.
- Be part of a small, ambitious team where your contribution will have direct visibility.
- Grow with the company as we expand across new verticals and European markets.
- Join us in Barcelona and help shape the next stage of CashSentinel's growth.

Other conditions

- Permanent contract 39h/week
- Starting date : Mid-August 2026
- Salary to be discussed
- Office at 5 minutes from the Casa Batllo
- From Monday to Friday (office hours)

Interested by this position? Send-us your application at : jobs@cashsentinel.com