

Key Account Manager – White Label Partnerships

Capitex Group Limited · London (Octagon Point, 5 Cheapside, London, EC2V 6AA)

Reports to: Co-Founders (Joe Edwards & Lew)
Department: Partnerships / Business Development
Location: London, office-based with flexibility for partner travel
Type: Full-time, permanent

About Capitex

Capitex Group Limited is an FCA-authorised foreign exchange and international payments business (FCA Reg. 944249), providing FX risk management, global accounts, mass payments and partnership solutions to corporate clients. We are a fast-growing, founder-led business building a reputation for service quality, technical capability and commercial flexibility.

Role Overview

We are looking for a commercially-minded Key Account Manager to take ownership of Capitex's White Label Partnerships proposition. This is a build-and-run role: you will originate and close new white-label partnerships with firms who want to offer FX and payment services to their own clients under their own brand, while also working with alongside the white label operations lead to further develop the platform. You will report directly to the Co-Founders and will have real influence over the strategic direction of this channel.

Key Responsibilities

- Own the white-label partnerships pipeline end-to-end — from prospecting and qualifying new partners through to commercial negotiation, onboarding and go-live.
- Identify and approach target partner firms across relevant verticals (e.g. FX Broker, shipping, financial intermediaries, property and professional services firms etc) where white-label FX and payments can be embedded as a value-added service.
- Structure and negotiate commercial terms for new partnerships, including fee models, volume thresholds and trial arrangements, in line with Capitex's risk and margin framework.
- Manage relationships with existing white-label partners, acting as the primary point of contact.
- Drive growth of the desk through deepening engagement, cross-sell and identifying expansion opportunities.
- Work closely with Compliance, Operations to ensure partner onboarding and ongoing activity remains within Capitex's regulatory perimeter.
- Build and present partner proposals, pitch materials and commercial overviews to a professional, board-ready standard.
- Track partner performance, pipeline status and revenue contribution, reporting regularly to the Co-Founders.

- Represent Capitex at industry events and through professional networks to build the partnerships pipeline.

What We're Looking For

- A strong track record in business development, partnerships or B2B sales within FX, payments, fintech or financial services.
- Experience negotiating and closing commercial agreements with clients.
- Comfort operating in a regulated environment, with a working understanding of FCA-regulated payments and FX (or a fast ability to learn).
- A self-starter who can originate opportunities independently, balanced with the relationship skills to manage and grow existing accounts.
- Excellent written and verbal communication skills, with the ability to present confidently to senior stakeholders and partner MDs.
- A commercial, numbers-driven mindset — comfortable owning pipeline, margin and revenue targets.

What Capitex Offers

- A high-visibility role reporting directly into the Co-Founders, with genuine ownership of a strategic growth channel.
- Competitive base salary plus performance-related incentive structure.
- The opportunity to shape the direction of the white-label partnerships function as the business scales.
- A fast-paced, founder-led environment with direct exposure to all areas of the business.
- Private medical insurance including gym discounts and other benefits.
- Competitive work place pension scheme.

How to Apply

To apply, please send a CV and brief cover note to wlsolutions@capitexgroup.com referencing 'Key Account Manager – White Label Partnerships'.