

## **Tradewind International Factoring Ltd.** **德益世國際保理有限公司**

### **Company Background:**

DS-Concept is now officially rebranded as Tradewind. Founded in 2000 and headquartered in Germany, with more than 20 offices in 13 countries, Tradewind is at the forefront of international trade finance. Combining credit protection, collections, and financing into a single suite of trade finance products, Tradewind brings streamlined, flexible and best-in-class services to the world's small and mid-sized exporters.

Tradewind is an international trade finance expert, which provides to exporters selling internationally. Tradewind manages currency fluctuations and provides optimized cash flow solutions to its customers. With offices in thirteen countries, the Tradewind Group maintains the network necessary to assist its customers around the globe.

We are seeking a business development based in Hong Kong. The main task of this position is to develop Tradewind's business in the region and maximize sales revenue.

### **Job Description:**

**Title:** Assistant Vice President, Business Development

**Report to:** Managing Director---Mr. Alan Wong

### **Key responsibilities as follow:**

- Develop and promote the Tradewind brand and advance the Factoring and Trade Finance Business throughout the region.
- Independently maintain, develop and expand customer relationships by providing trade finance products and general banking services.
- Meet sales targets and help establish the company's business plan.
- Assist and analyze prospects and existing client's financial and operating conditions etc. reflecting professional knowledge of the client and its operations.
- Maintain effective communication with clients; establish long-term, stable relations of cooperation with clients and all Tradewind offices.
- Other jobs assigned by the immediate supervisor.

**Qualifications:**

- Bachelor degree or above, degree in Economic, Financial or International Trade is plus;
- Minimum 2 years' working experience in international trading company or banking or CPA/PE/VC/logistic or financial or insurance or sourcing community;
- Strong ability of market development, communication and coordination ability;
- With an entrepreneur spirit, responsibility, able to work under pressure;
- Detailed-minded with good organization, interpersonal;
- Fluent in spoken and written English and Chinese (Cantonese & Mandarin).
- Travel required.

**Office Address:**

Rm 413, Lippo Sun Plaza, 28 Canton Road, Tsim Sha Tsui, Kowloon, Hong Kong  
香港九龍尖沙咀廣東道 28 號力寶太陽廣場 413 室

If you are interested in this position, please send your application to Ms. Ellen Zhao, [e.zhao@tradewindfinance.com](mailto:e.zhao@tradewindfinance.com).

Thank you.

**\*All personal data collected will be used for recruitment purpose only\***