

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

Company Background:

DS-Concept is now officially rebrand as Tradewind. Founded in 2000 and headquartered in Germany, with more than 20 offices in 15 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 has set itself the objective of ensuring liquidity to exporters. To meet that goal, Tradewind assumes currency fluctuations and provides an optimized cash flow solution to its customers. With offices and affiliates in eleven countries, the Tradewind Group maintains the network necessary to provide its services to its customers around the globe.

We are seeking for a senior Sales Manager based in Hong Kong. The main task of this position is to develop Tradewind's business in the region, to increase the customer and to maximize sales revenue.

Target:

Tradewind Group, a dynamic and global trade finance and factoring company, with its Hong Kong office is expanding and seeks a self-motivated sales executive to expand & strengthen the company's profile buyers and vendors internationally.

Reporting to Head of East Asia, the VP, Sales will be based in Hong Kong and responsible for seeking new clients to profitably grow the international trade finance and factoring business.

We are searching for a self-motivated sales executive with solid skills in presenting the company to prospects and closing deals. The VP Sales must call on prospects by reaching out to importers/exporters wholesalers, and trading firms in the consumer, food, electronic, textile and industrial communities both in Hong Kong and abroad. This individual will work closely with the Company's German management and colleagues overseas.

Prior experience developing new and creative sales campaigns is important to success. Candidate may already have solid networking skills particularly within the banking, CPA/PE/VC/logistics, Insurance, Banking and Sourcing community.

Competitive compensation package and benefit program.

The position requires travel.

Job Description:

Title: VP Sales

Report to: Head of East Asia---Ms. Luhan Tang

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.
- Responsible for all presentations, negotiations, project evaluations and obtaining final approvals from management as required.
- Organize, coordinate and complete the client due diligence process and write the client's investigation report.
- 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.
- Oversee other projects as assigned by the immediate supervisor.

Qualifications:

- Bachelor degree in Accounting / Finance / Business Administration or equivalent;
- Minimum 7-15 years' sales experiences (At least 5 years working experience in international trading company or banking or CPA/PE/VC/logistic or financial or insurance or sourcing community);
- Travel required.
- With an entrepreneur spirit, responsibility, ability to work under pressure;
- Good level of business acumen and commercial awareness;
- Well versed in trading ordinance and related regulatory requirements;
- Detailed-minded with good organization, interpersonal and communication skills;
- Language: English

Office Address:

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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.

Thank you.

All personal data collected would be used for recruitment purpose only