

Tradewind International Factoring Ltd.

德益世（香港）國際保理有限公司

Company Background:

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.

We focus on a comprehensive suite of trade finance products/solutions to support our exporters' transaction life cycle including non-recourse AR financing, purchase order financing, inventory financing and supply chain financing. We also support export LC and import LC financing for those clients that prefer to use LC as their choice of financing instrument. Exporters can enjoy non-recourse AR financing without impacting their existing credit limits with their current bank.

The Tradewind Group maintains a network of offices and affiliates globally including Hong Kong, China, Bangladesh, India, Pakistan, UAE, Turkey, Hungary, Bulgaria, Iceland, USA and Peru as well as our headquarters in Germany.

We are seeking a VP, Sales based in Hong Kong. The main responsibility of this position is to develop Tradewind's business in the region with a view to broadening our client base and to maximize sales revenue opportunity. Previous coverage in markets such as Indonesia, Vietnam, Singapore and other South East Asia region would be an asset for consideration.

Job Description:

Title: Vice President, Sales

Report to: Regional Commercial Leader, Mr. Dickson Au (based in HK)

Key responsibilities as follow:

- Develop and promote the Tradewind brand and advance Factoring and Trade Finance Business throughout the region.
- Independently maintain, develop and expand customer relationships by providing trade finance products/solutions and general banking services.
- Meet sales targets and help establish the company's business plan.
- Assist in presentations, negotiations, project evaluations and obtaining final approvals from management as required.
- Organize, coordinate and complete the client due diligence process including recommendation to management for on boarding certain target prospects
- Maintain effective communication with clients/prospects; establish long-term working relations with clients and spearhead close interaction with all Tradewind offices to develop synergies across the Tradewind franchise



- Attend trade shows to network with exhibitors and other participants and to identify new sales opportunity
- Develop referral network with business partners
- Travel required
- Other jobs assigned by the immediate supervisor.

Here is your opportunity to broaden your career exposure with Tradewind and to develop your specialized skill set in factoring and financing as a subject matter expert in this particular line of business.

We are looking for candidates with outgoing personality, connect well with prospects/clients and articulate professionally in client meetings/presentations. Most importantly strong passion to succeed in a dynamic sales environment.

Qualifications:

- Bachelor degree or above, degree in Economic, Financial or International Trade is a plus;
- Minimum 5 years' working experience in international trading company or banking or CPA/PE/VC/logistic or financial or insurance or sourcing community; (Candidate with lesser experience will be considered as **Assistant Vice President, Sales**)
- Strong ability in market development, communication and coordination;
- Entrepreneurial mindset, accountability, ability to work under pressure;
- Detailed-oriented with good organizational and interpersonal skills;
- Good level of business acumen and commercial awareness;
- Fluent in spoken and written English and Chinese.

Office Address:

Suites 1106, 11/F, Ocean Centre, Harbour City, 5 Canton Road, Tsim Sha Tsui, Kowloon, Hong Kong

If you are interested in this position, please send your application to Mr. Dickson Au, d.au@tradewindfinance.com or Ms. Ellen Zhao, e.zhao@tradewindfinance.com.

Thank you.

All personal data collected would be used for recruitment purpose only

