

Tradewind GmbH Shanghai Rep. Office

Company Background :

Founded in 2000, with more than 20 offices in 13 countries including our headquarters in Germany, Tradewind is at the forefront of international trade finance.

Led by attorney-at-law Ansgar Hütten, Tradewind is comprised of experts around the world that truly understand international trade and cash flow management to sustain and grow businesses. We provide liquidity for enterprises in developed, emerging, and frontier markets trading internationally.

Tradewind started in the apparel and textile industry, financing Turkish textile trade to Europe. Today, we have more than 20 offices on 4 continents, clients in over 30 countries, and we service a variety of industries including food & beverage, seafood, electronics, automotive, chemical and consumer goods, among others.

We have our fingers on the market's pulse and continue to expand into new territories as our clients grow their businesses globally.

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

Job Description:

Title: VP Sales (Shanghai)

Report to: CEO

Job status: Full time

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 or above, degree in Economic / Finance / International Trade or equivalent;
- Minimum 8 years' sales experiences (At least 5 years' working experience in international trading or bank or financial or insurance company);
- Strong ability of market development, communication and coordination ability, able to work under high stressful;
- Good level of business acumen and commercial awareness;
- Related clients resources is preferred;
- Well versed in trading ordinance and related regulatory requirements;
- Detailed-minded with good organization, interpersonal and communication skills;
- Fluent in spoken and written English and Chinese.

Office Address:

Room 503, Building A of Shanghai Jiuxing Hongqiao Business Center,
No.9 Shenbin Road, Minhang District, Shanghai

Benefits:

- Five-day work week
- Flexible working hours
- Transportation allowance
- Meal allowance
- Phone allowance
- Language Skills Training (English)
- Performance bonus / Commission

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