

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.

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 **Senior Business Development Professional** based in the **United Arab Emirates**. 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. Previous coverage in the UAE market would be an asset for consideration.

Key responsibilities:

- 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 group
- Attend trade shows to network with exhibitors and other participants and to identify new sales opportunities
- Develop referral network with business partners
- Travel required

This 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 an outgoing personality, connect well with prospects/clients and articulate professionally in client meetings/presentations.

Qualifications & Criteria:

- 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 financial or insurance or sourcing community;
- 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.

If you are interested in this position, please send your application to **careers@tradewindfinance.com**