

Tradewind ehf.
Company Outline and Job Description
Client Manager / Account Executive

Send your application to iceland@tradewindfinance.com by September 23

Company Description: Tradewind provides full service international factoring, credit protection services, import and vendor finance, PO and supply-chain finance programs.

Tradewind, headquartered in Germany, has 18 offices and affiliates, including locations in the United States, Asia, the Middle East and Europe. For additional company information, please visit www.tradewindfinance.com.

We are looking for a highly motivated and qualified Account Executive to manage assigned client relationships. The Account Executive will be stationed in Iceland.

Tasks:

- Be a “360 degree” point-of-contact liaison between client and internal teams—understanding and balancing clients’ needs and requests against internal risk controls, policies and operational requirements.
- Receive, process, and submit client funding requests, as a ‘first-line loan officer’
- Update client on a daily basis regarding all account-related information and developments
- Perform on-going client account cultivation and development to increase revenue potential
- Maintain high-degree of client satisfaction and high-rate of client contract renewals
- Develop referrals and leads from client relationships, to pass on to business development team
- Engage in high-level problem solving, and proactively introduce solutions to clients
- Become an expert on clients’ businesses and industries
- Demonstrate a calm, professional demeanor at all times in a sometime high-stress environment

Qualifications and Experience:

- Bachelor’s degree required, advanced degree is a plus.
- 5-10+ years’ experience in client-oriented roles.
- Strong understanding of finance and international trade with experience conducting business internationally preferred.
- Knowledge of accounting, bookkeeping, and business documents.
- Positive attitude, calm and professional demeanor, and great people skills.
- Able to balance client and company needs, while solving problems rationally and creatively.
- Able to succeed in a smaller, fast-paced, entrepreneurial environment.
- Proactive, ‘can-do’, problem-solving and client-oriented attitude.
- Detail-oriented, an excellent communicator, with strong general business acumen.

- Strong grasp on international issues, a global mind-set, and is comfortable conducting business in international settings.
- Knowledge of the seafood-industry would be an asset.
- Excellent oral and written communication skills in English are required. Knowledge of German would be an asset.

Send your application to iceland@tradewindfinance.com by September 23