



Senior Sales Manager (m/f/d)

Tradewind (www.tradewindfinance.com) is an international trade finance company, specialized in international factoring and export financing. It provides tailored working capital solutions for small and medium-sized enterprises worldwide, empowering them to grow their businesses through international trade. For over 20 years, with local expertise through 20 offices in 14 countries, Tradewind has been providing liquidity for companies across all continents with our customized cash flow solutions.

We are looking for a Senior Sales Manager (m/f/d) for our office in Sofia in order to expand our clientele in Bulgaria and the Eastern European markets. The ideal candidate will be part of an international/global company and bring their knowledge, network and skills.

Qualifications

- University / college degree
- 8 to 10 years' work experience in factoring and/or banking industry, alternatively sales experience in major industries relevant for the Bulgarian / Eastern European market

Responsibilities and Tasks:

- Drive the development and sales growth of the Bulgarian office
- Expand the existing agent network
- Setting activity and revenue targets
- Identifying key areas for improvement in the sales process
- Attending industry events and conferences to generate new business for the company
- Monthly reporting on sales performance against budget and reporting on variances

Skills required

- Business awareness (including competitors and environment knowledge)
- Network in the Bulgarian or Eastern European factoring business or relevant industries
- Team management experience & ability to inspire team
- Track record of achieving targets and driving sales growth in a business
- Proactive selling and negotiation skills
- Client centric approach

- Excellent skills in spoken and written English
- Integrity and loyalty

What we offer?

- A position in which you can develop your horizon within a vibrant international organization
- On the job and product training
- Competitive salary & commission based on performance
- Christmas salary
- Flexible office/home office approach
- Varied tasks and the opportunity to drive forward a long-lasting, sustainable financial product that offers great benefit to the economy.

If you are interested in the position as a Senior Sales Manager, please contact Ms. Klarissa Blatnik at careers@tradewindfinance.com by sending your CV in English.

If you are interested to work for Tradewind as a freelance Sales Agent, please feel free to contact Mr. Rafi Shirinyan at r.shirinyan@tradewindfinance.com

We will contact only applicants that qualify for an interview for the offered position. All personal data provided by you is protected accordingly to the personal data protection law and will be used only for the selection of the candidates for this job advertisement.