

Tradewind International Factoring Ltd.

德益世國際保理有限公司

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.

Job Description:

Title: VP / AVP Client Management

Report to: Regional Commercial Director (based in HK)

Key responsibilities as follow:

- Understanding and balancing clients' needs and requests against internal risk controls, policies and operational requirements
- Provide professional service and solutions to our customers
- Maintain high-degree of client satisfaction and high-rate of client contract renewals
- Maintaining and increasing business with existing clients
- Develop referrals and leads from client relationships, to pass on to commercial team
- Maintain effective communication with clients; establish long-term, stable relations of cooperation with clients and Tradewind global offices
- Demonstrate a calm, professional demeanor at all times in a sometime high-stress environment
- Assist to improve the procedure of operation department and reduce trade operational risks
- Monitoring all client related Documents (e.g. KYC)
- Create internal reports as required
- Other assignments as and when required in the course of the Employer's business.



Tradewind

Intelligent Trade Finance
德益世(香港)國際保理有限公司

Qualifications:

- Bachelor degree or above, degree in Business or Finance related is a plus;
- Minimum 5 years' working experience in international trading company or financing industry (lesser experience or not relevant industry would also be considered as AVP);
- 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 d.au@tradewindfinance.com or e.zhao@tradewindfinance.com.

Thank you.

All personal data collected would be used for recruitment purpose only