

Institutional Sales Manager (Copenhagen or Helsinki)

NEOFX (www.neofx.eu) is a Nordic fintech company that helps European companies cut foreign exchange costs by providing better FX rates than banks. We have just acquired funding from several investors to enter the rapid growth phase. Now we are recruiting experienced Institutional Sales Managers to work in our Copenhagen or Helsinki office. Do you have what it takes to grow our business rapidly?

Benefits

We offer you a super interesting opportunity with unique benefits including the following

- Solid service offering that adds value to customers as significant cost savings
- Competitive and uncapped remuneration model based on personal deliveries and performance
- Opportunity for high performance individuals to become partner in a rapidly growing fintech
- Being a key player with plenty of personal responsibility from the very beginning
- Freedom to organize own work to focus on delivering results effectively
- Minimal bureaucracy as member of a small team of experienced financial markets professionals
- International work environment with colleagues across Europe
- Exciting overall opportunity to participate in disrupting the European financial sector in a dynamic fintech

Responsibilities

You will be responsible for acquiring European exporters and importers as new customers via their institutional owners

- Identifying potential institutional partners also by utilising your existing personal relationships
- Closing deals with institutional partners such as private equity firms, venture capital firms and family offices
- Pitching to prospects owned by institutional partners and closing deals
- Participating in relevant institutional events and creating media attention

Requirements

You are a sales professional with a proven track record of B2B sales

- Solid track record of B2B sales in e.g. financial, IT or consulting sector for at least five years
- Relationships to decision makers of European e.g. private equity firms, venture capital firms and family offices
- Proactive, self-driven, result-oriented, service-minded, structured, flexible and open team player
- Strong communication skills in English (mastering other European languages is a plus)
- Basic understanding on FX and payment products
- Knowledge on customer side FX and payments processes and systems
- Natural interest for IT and strong competencies in MS Office
- At least Bachelor's degree for instance in business or IT

Applying

To apply for this position please visit www.neofx.eu and contact Co-Founder Thomas Jensen (+45 30327174, thomas.jensen@neofx.eu) or Co-Founder Ville Lipponen (+358 503038258, ville.lipponen@neofx.eu).