

## NEOFX - Sales Director - Finland

NEOFX ([www.neofx.eu](http://www.neofx.eu)) is a fintech that helps Nordic companies cut FX costs. Do you have what it takes to grow our business rapidly in Finland?

### Benefits

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

- Solid service offering that adds value to customers in terms of concrete cost savings
- Competitive, uncapped and fair 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 and ability to work from home 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 the Nordic countries
- Exciting overall opportunity to participate in disrupting the Nordic financial sector in a dynamic fintech

### Responsibilities

You will be responsible for all customer facing activities in Finland including the following

- Identifying prospects also by utilising your existing personal relationships to Finnish companies
- Pitching to prospects primarily on the phone or Teams, closing deals and coordinating onboarding
- Training, supporting and following up customers
- Identifying referral partners, closing deals with them and following up
- Participating in relevant financial events and creating media attention

### Requirements

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

- Solid track record of B2B sales in the Finnish e.g. financial, IT or consulting sector for at least five years
- Proactive, self-driven, result-oriented, service-minded, structured, flexible and open team player
- Strong communication skills in English and Finnish (mastering other Nordic 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](http://www.neofx.eu) and contact Co-Founder Thomas Jensen (+45 30327174, [thomas.jensen@neofx.eu](mailto:thomas.jensen@neofx.eu)) or Co-Founder Ville Lipponen (+358 503038258, [ville.lipponen@neofx.eu](mailto:ville.lipponen@neofx.eu)).