

NEOFX - Institutional Sales Manager - Europe

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 are looking for experienced Institutional Sales Managers to work either in our Copenhagen / Helsinki office or remotely in the United Kingdom, Germany, France, Italy, Spain, the Netherlands, Poland or Sweden. 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, 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 remotely to focus on delivering results effectively
- Minimal bureaucracy as member of a 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 family offices, private equity firms and venture capital firms
- Pitching to prospects owned by institutional partners and closing deals
- Participating in relevant institutional events and creating media attention

Requirements

You have a proven track record of B2B sales as well as relationships to European family offices, PE firms and VC firms

- 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. family offices, private equity firms and venture capital firms
- 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).