

NEOFX - Sales Director - Sweden

NEOFX (www.neofx.eu) is a Nordic fintech company that helps European companies cut foreign exchange costs by providing better FX rates than banks. Do you have what it takes to grow our business rapidly in Sweden?

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 small team of experienced financial markets professionals
- International work environment with colleagues across the Nordic countries
- Exciting overall opportunity to participate in disrupting the European financial sector in a dynamic fintech

Responsibilities

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

- Identifying prospects also by utilising your existing personal relationships to Swedish companies
- Pitching to prospects, closing deals and coordinating onboarding
- Training, supporting and following up customers
- Identifying sales 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 Sweden

- Solid track record of B2B sales in the Swedish 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 Swedish (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 and contact Co-Founder Thomas Jensen (+45 30327174, thomas.jensen@neofx.eu) or Co-Founder Ville Lipponen (+358 503038258, ville.lipponen@neofx.eu).