

We are hiring a

## Sales Trainee / Sales Executive / AVP, Sales / VP, Sales

This full-time position offers an exciting opportunity to join the sales team at Tradewind International Factoring Limited, a leading financial services provider based in Harbour City, Tsim Sha Tsui, Kowloon. Reporting directly to the Regional CEO, the position focuses on developing the Tradewind's business within the region, expanding the client base, and maximizing sales revenue opportunities.

EMPLOYMENT

**25/04**

STARTING DATE

**25/03/13**

LOCATION

**Hong Kong  
Singapore**

### About Tradewind

Established in 2000, Tradewind Finance is a leading global trade finance company specializing in post-shipment financing, invoice discounting, and non-recourse factoring solutions. With a network of offices throughout the world, including our headquarters in Germany, we provide financing across international markets.

Our diverse team, representing cultures across Asia, the Middle East, Europe, and the Americas, brings deep expertise in international trade and finance. We are committed to empowering businesses by providing liquidity solutions that enhance cash flow and foster sustainable growth, with a strong focus on supporting SMEs worldwide.

### What the job expects:

- ✓ **Job description/key responsibilities**
- ✓ Develop and promote the Tradewind brand and advance Factoring and Trade Finance Business throughout the region;
- ✓ Independently maintain, develop and expand customer relationships by providing trade finance products/solutions and general banking services;
- ✓ Meet sales targets and help establish the company's business plan;
- ✓ Assist in presentations, negotiations, project evaluations and obtaining final approvals from management as required;
- ✓ Organize, coordinate and complete the client due diligence process including recommendation to management for on boarding certain target prospects;
- ✓ Maintain effective communication with clients/prospects; establish long-term working relations with clients and spearhead close interaction with all Tradewind offices to develop synergies across the Tradewind franchise;

- ✓ Attend trade shows to network with exhibitors and other participants and to identify new sales opportunities;
- ✓ Develop referral network with business partners;
- ✓ Candidates with less experience may actively participate in sales meetings and shadowing experienced sales professionals to learn best practices;
- ✓ Identify and qualify potential new leads through research, networking, and prospecting;
- ✓ Engage with clients and prospects to understand their needs and present tailored solutions;
- ✓ Maintain accurate records of all sales activities and provide regular progress reports;
- ✓ Contribute to the overall growth and success of the sales department.
- ✓ Other jobs assigned by the immediate supervisor.

### What we are looking for:

- ✓ **Requirements**
- ✓ Bachelor's degree or above; a degree in Economics, Financial, or International Trade is a plus;
- ✓ Minimum 5 years of experience in international trading, banking, CPA/PE/VC, logistics, finance, insurance, or sourcing. Experience in trade finance, factoring, or related fields is preferred;
- ✓ Strong sales and business development skills;
- ✓ Excellent communication and negotiation abilities;
- ✓ Entrepreneurial mindset, accountability, and the ability to thrive under pressure;
- ✓ Detailed-oriented with excellent organizational and interpersonal skills;
- ✓ Solid business acumen and commercial awareness;
- ✓ Travel required. The role involves a mix of office work, client meetings, and attending trade shows;
- ✓ Candidates with less experience may be considered for the positions of **Assistant Vice President, Sales**; or **Sales Trainee**; or **Sales Executive**;
- ✓ Excellent communication and interpersonal skills, with a proven ability to build strong client relationships;
- ✓ Strong problem-solving and analytical skills to understand client needs and deliver effective solutions;
- ✓ Highly motivated and ambitious, with a passion for sales and a desire to succeed in the financial services industry;
- ✓ Demonstrated ability to work collaboratively as part of a team, as well as independently;
- ✓ Familiarity with sales processes and techniques, or a willingness to learn;
- ✓ Proficiency in Microsoft Office suite;
- ✓ Fluent in Cantonese, English and Mandarin.

### What we are offering:

- ✓ **Company Benefits**
- ✓ A supportive, dynamic work environment with flexible working hours;
- ✓ 20 days of annual leave and an additional 5 days of paid sick leave upon joining;
- ✓ Comprehensive sales training and ongoing professional development opportunities;
- ✓ Competitive salary with performance-based bonus or commission;
- ✓ Excellent career advancement opportunities within the company;
- ✓ A collaborative, team-oriented culture that values innovation and individual contributions;
- ✓ Generous health and wellness benefits, including group medical insurance programs.

## Reach Us:


If you are interested in this position, please send your application with a cover letter and CV to [careers@tradewindfinance.com](mailto:careers@tradewindfinance.com)

### Your Contact

#### Ellen Zhao

**Finance & HR Director, East Asia Pacific**

Tradewind International Factoring Ltd.  
Room 406, No. 9 Shenbin Road,  
Shanghai, China 201107

 +86 (021) 6031 9919

 [careers@tradewindfinance.com](mailto:careers@tradewindfinance.com) or [e.zhao@tradewindfinance.com](mailto:e.zhao@tradewindfinance.com)

 [www.tradewindfinance.com](http://www.tradewindfinance.com)