

We are hiring a

VP (Commercials and Business Development)

Reporting to Country Commercial Head– Bangladesh.

EMPLOYMENT

Permanent

STARTING DATE

July 2025

LOCATION

Dhaka

HOME OFFICE

NA

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

- Support the **Business Development team** to achieve **portfolio growth, sales targets, and B2B expansion**.
- Develop and implement **tailored financing solutions** to meet client needs and drive revenue.
- Strengthen **existing client relationships** while identifying and engaging **new business opportunities**.
- Build and maintain strong relationships with **key exporters** and **industry associations**
- Collaborate with **cross-functional teams** to ensure seamless client experiences and alignment with business goals.
- Report regularly to the Country Commercial Head and Regional Leadership on market trends, client pipeline, and portfolio performance.

What we are looking for:

Requirements

- 6–10 years of business development experience in **Financial Services** or **Export-Related Industries**
- Strong understanding of Bangladesh's export ecosystem, especially **RMG/Textiles**
- Proven ability to manage high-value clients and close complex deals
- Excellent communication skills in both **English and Bangla**
- Strong B2B sales and negotiation skills with the ability to offer tailored financial solutions
- Prior experience in international trade finance is strongly preferred

What we are offering:

Company Benefits

- Provident Fund, Weekly 2 holidays
- Salary Review: Yearly
- Festival Bonus
- Other as per company policy

Reach Us:


If you are interested in this position, please send your application with a cover letter and CV to careers@tradewindfinance.com or bd.hr@tradewindfinance.com.

Your Contact

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