

We are hiring a

## VP Business Development

This full-time position offers an exciting opportunity to join the sales team at Tradewind International Factoring Limited, a leading financial services provider. Reporting directly to the Regional Commercial Director Far East, the position focuses on developing the Tradewind's business within the region, expanding the client base, and maximizing sales revenue opportunities.

EMPLOYMENT

**Full Time**

STARTING DATE

**Immediate**

LOCATION

**China**

HOME OFFICE

**Hybrid**

### 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 commercial team to achieve portfolio growth, sales targets, and regional expansion for Tradewind's factoring and trade finance solutions;
- Develop and implement tailored financing solutions to address client needs and maximize revenue opportunities;
- Identify and target prospective clients (SMEs, corporates, and exporters etc.) through market research, networking, trade shows, and direct prospecting;
- Build and nurture long-term relationships with key exporters, industry associations, and business partners to expand Tradewind's referral network;

- Manage the sales pipeline, track leads, and assist in closing deals efficiently;
- Monitor competitor activity and market trends, providing actionable insights for product and service enhancements;
- Collaborate with global Tradewind offices to leverage cross-border synergies and drive business growth;
- Assist the marketing team in developing targeted promotional campaigns and materials to enhance brand visibility;
- Work with marketing to manage tradeshow booths, seminars, networking forums and etc.;
- Maintain accurate records of all business development activities and provide regular performance updates;
- Support ad-hoc initiatives to drive overall business growth and operational efficiency.

## What we are looking for:

### Education:

- ✧ Bachelor's degree in Business Administration, Finance, Economics, International Trade, or a related field;

### Experience:

- ✧ Minimum 5 years of business development experience in in financial services, trade finance, factoring, or export-related industries;
- ✧ Experience in international trade finance, factoring is strongly preferred;
- ✧ Proven ability to manage complex prospects/clients relationships and close high-value deals;
- ✧ Candidates with less experience may be considered for the positions of **Assistant Vice President, Business Development** roles;

### Skills:

- ✧ Solid business acumen with deep commercial awareness of trade finance markets;
- ✧ Strong understanding of trade finance products (LCs, supply chain finance, factoring, etc.);
- ✧ Strong B2B sales and negotiation skills with the ability to offer tailored financial solutions;
- ✧ Excellent communication & relationship-building skills – adept at engaging stakeholders at all levels;
- ✧ Proficiency in Microsoft Office suite;

### Languages:

- ✧ Fluent in Mandarin and English (both verbal and written).

### Others:

- ✧ Highly motivated, results-driven, and passionate about business growth in financial services;
- ✧ Strategic thinker with a proactive approach to market expansion and client acquisition;

### What we are offering:

- A supportive, dynamic work environment with flexible working hours;
- 15 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;

### 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, Far East

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