You will play an important role in the growth of Mitigram and in your role you will report to the regional sales head.

The mission
To foster Mitigram’s network growth and continued market leadership by onboarding top corporations and banks in France, whilst also leveraging Mitigram’s substantial product roadmap for cross-sell opportunities across existing clients.

The vision to digitise corporate banking
Mitigram is one of the most exciting Fintech companies in Europe and beyond. Strong growth, the world’s largest corporates and banks as our clients, and renowned long-term investors ensure we have a lot of exciting challenges and opportunities for anyone that joins at this stage.

The role
We are now looking for a driven Sales Director to help us continue to grow in France. Backed by an experienced and diverse team, a market-tested product offering and an extensive release roadmap of exciting future capabilities, the successful candidate will have a solid offering to present to prospects.

Your targets will be large MNCs, traders exporting globally with a minimum revenue of $500 million as well as Financial Institutions active in the trade finance space in France.

Since 2015, Mitigram has become the leading market network of choice for exporters, traders and financial Institutions to access funding and risk coverage arising from cross-border trade activities.

The company’s clients are multinational corporations, leading commodity traders and many of the world’s largest banks.

Mitigram also enables banks to collaborate with each other and with non-bank financial institutions in the exchange of information to allow effective communication and redistribution of trade finance needs.

The platform provides access to an extended network of counterparties, supports enhanced compliance processes through its comprehensive automated quotation workflows, and provides all parties with a better understanding of market pricing and capacity.

So far, Mitigram has facilitated c.$60 billion of trade finance risks from over 100 countries, covering more than 1,000 local issuing banks in both developed and emerging markets.
Job description

Sales Director - France

Your profile

We are looking for an individual with good knowledge in Trade Finance, commercial drive and a strong Sales DNA who is always looking to drive client engagement and be a deal-maker.

You are an experienced trade finance professional from the banking industry with many years of experience and a solid track record in developing corporate relationships in the trade finance ecosystem.

Another profile we would be happy to consider is a trade finance professional with experience from an industrial corporate or a trader. You are probably looking for a role that requires more people skills and you would like to sell a trade finance solution system to corporates and banks.

Your key attributes

- High energy and ambition with commercial drive
- Driven and execution oriented
- Excellent interpersonal and communication skills
- Team spirit and collaborative combined with an open, straightforward and professional style.
- Min. 10 years' relevant professional experience in trade finance
- Native French speaker, as well as fluent business English are pre-requisites.

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