



#### **BiermannPartners AG**

Our core competence lies in the worldwide identification, direct address and evaluation of executives and specialists in banking. Thanks to the very close contact to executives and strategic decision-makers, we generate unknown possibilities and ideas consecutively. During the selection process of the best associates possible, we set ourselves apart from our contestants with new ways and define ourselves through confidence, reliability, teamwork and flexibility. We are executive search consultants – but we even more see ourselves as “information managers”.

#### **Corporate Trade Sales Officer - Germany**

#### **Company**

Our Client is a global financial services firm which offers solutions to clients in more than 100 countries with assets of \$2.0 trillion. For its Treasury Services business unit we are looking for a Corporate Trade Sales Officer who would report to the Head of European Corporate Trade Sales. With more than 135,000 clients and 14,000+ employees, our client is one of the world's largest providers of treasury management services. Working location would be Zurich.

#### **Tasks**

As the primary contact between German corporate clients and the Bank you will manage ongoing relationships with corporate clients while generating new business from prospective and under-penetrated clients. The main mission for the tendered position will be the handling of global network trade, including traditional products, supply chain finance and other structured transactions on a local, regional and global basis. To achieve this, you will maintain an existing portfolio of clients as well as develop and execute a strategic sales plan for Germany. Further accountabilities would be client interaction and calling as well as building relationships through frequent client meetings and discussions covering product innovations as well as market and industry developments. This includes gathering of market intelligence, and understanding the competitions' capabilities and limitations as well as in-depth client knowledge. Internal relationships with credit, compliance, risk, and legal as well as internal partners such as TSM's, Corporate Bank and Investment Bank have to be developed. You will drive growth of new profitable business and deliver against revenue targets.



**Required Profile**

The position requires at least seven years of trade sales and relationship management experience. You ideally have existing coverage of large German and international corporate clients including commodity traders. Personal skills such as good team player with a strong ability to work within a complex matrix environment and an ability to think flexibility as well as effective time management, organizational, planning and strategic thinking skills are asked. As a Corporate Trade Sales you have an excellent understanding of working capital management principles and the latest requirements in trade finance, supply chain, commodity and purchasing finance. Additionally, you have a proven track record in closing large scale transactions and facilities across multiple geographies and legal jurisdictions. Knowledge of cash management is preferred. With your excellent verbal and written communication skills as well as strong selling, presentation and negotiation skills, you are a fitting candidate.

**Contact**

If this job description suits to you, we are looking forward to get to know you personally. You can send your application dossier to [manuel.rehwald@biermann-partners.ch](mailto:manuel.rehwald@biermann-partners.ch). For any further questions, please do not hesitate contacting us on + 41 44 213 6225.