

SALES DIRECTOR – GERMANY (M/F/D)

MOVENTUM S.C.A. is a Luxembourg based company which is part of the ProService Fintech / Oaktree Capital Management group. We are a lead player in the field of fund distribution, wealth management and related services. Our clients are financial advisors and other financial intermediaries and our goal is to help them achieve top quality performance for their own clients, who are retail and institutional investors based worldwide. We offer a trading platform, asset management solutions and a comprehensive range of middle- and back-office services, provided by highly experienced and dedicated international staff.

We now seek to recruit a

SALES DIRECTOR – GERMANY (M/F/D)

to be based in Germany.

What will you do?

The work of the Sales team ('Sales') focusses on the promotion and sale of Moventum's services to appropriate clients and the maintenance of the relationship with those clients once acquired, so as to increase and maintain the Company's revenues whilst ensuring optimum client service levels. As Sales Director for Germany, you will be an additional member of the team concentrating these efforts throughout that country.

The basic tasks to be fulfilled include without being limited to:

- Report directly to Executive Management;
- develop and execute strategic plan to achieve annual sales targets and expand Moventum's customer base;
- Build and maintain strong and long-lasting customer relationships, understand customer's needs and objectives;
- Properly communicate Moventum's value proposition through proposals and presentations;
- Understand competitive landscape and relevant market trends

Who are you?

A proven high performer with minimum 5 years' experience at a similar level in the financial sector, either in sales or as a financial advisor, you:

- have a mother tongue level German speaker with a good working knowledge of English
- have proven sales executive experience, meeting or exceeding targets

- are a self-starter with proven ability to drive the sales process from plan to close
- know your target market and can adapt your sales style to suit
- have excellent follow up skills and realize the importance of client contact, especially in the analysis of volumes of business acquired and lost
- are familiar with tight sales controlling and reporting regime
- have excellent listening, negotiating and presentation skills

What do we offer you?

This is your chance to be part of a dynamic, international environment where you will have opportunities to apply your existing abilities and also be challenged to prove you can do more, with reward for success – both your own and that of the Company.

If you have what it takes and would like to learn more about the position, please send your CV and covering letter to:

Karen French
Head of Human Resources
Moventum S.C.A.
B.P. 1257
L-1012 Luxembourg
e-mail: karen.french@moventum.lu