

We are hiring a Sales Manager

We are seeking an experienced and driven Sales Manager to lead business development efforts in the factoring sector. The ideal candidate will be responsible for acquiring new clients and promoting our factoring solutions to businesses across the GCC. This role requires a deep understanding of factoring, trade finance, and the unique needs of businesses in the Dubai market.

Job Status

Full Time

Starting Date

Immediately

Location

Dubai, UAE

About Tradewind

We - the Tradewind Group – are one of the leading international trade finance companies and we made it our mission to continuously expand globally. The Tradewind Group has offices in New York, San Francisco, Shanghai, Hong Kong, Istanbul, Sofia, Budapest, and Karachi as well as in Dhaka, Dubai, Peru, Brazil and India.

Tradewind is an international trade finance company that is comprised of experts around the world that truly understand international trade and cash flow management to sustain and grow businesses. We provide liquidity for enterprises in developed, emerging, and frontier markets trading internationally.

What the job expects:

- ✓ Identify and target prospective clients, including SMEs, corporates, and exporters, to promote factoring services.
- ✓ Develop and implement effective sales strategies to meet revenue targets.
- ✓ Conduct market research to identify opportunities and stay ahead of industry trends.
- ✓ Understand prospect needs and provide tailored trade finance solutions.
- ✓ Follow up on leads, manage a sales pipeline, and close deals effectively.
- ✓ Work closely with credit, risk, and operations teams to ensure smooth transaction processing.
- ✓ Coordinate with marketing teams to develop promotional campaigns and materials.
- ✓ Prepare and present regular sales performance reports to management.
- ✓ Monitor market competition and provide feedback for product and service improvement.
- ✓ Ensure all sales activities comply with regulatory requirements and organizational policies.
- ✓ Stay informed about industry regulations and their impact on the factoring business.

What we are looking for:

- ✓ Bachelor's degree in Business Administration, Finance, Economics, or a related field. MBA is a plus.
- ✓ Minimum 3 years of experience in sales or business development in the trade finance industry.
- ✓ Proven track record of meeting or exceeding sales targets.
- ✓ Strong understanding of trade finance products and services.
- ✓ Excellent negotiation, communication, and interpersonal skills.
- ✓ Ability to build and maintain client relationships.
- ✓ Proficiency in CRM tools and MS Office Suite.
- ✓ Analytical mindset with a problem-solving attitude.
- ✓ Fluency in English is required; additional languages (e.g., Arabic) are a plus.

What we are offering:

- ✓ Competitive salary and performance-based incentives.
- ✓ Comprehensive benefits package.
- ✓ Opportunities for professional growth and development.
- ✓ A collaborative and supportive work environment.

Reach Us:

If you are interested in this position, please send your application with a cover letter and CV to careers@tradewindfinance.com with the subject line "Application for Sales Manager."