



Sales Manager Large & International Corporates

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#Wearefactor

**Great
Place
To
Work®**

Certified

MAY 2023-MAY 2024

BELGIUM™

About the Large & International Corporates sales team:

The Large & International Corporates sales team plays an important role in the growth ambitions of the company by structuring tailor-made solutions for large domestic and international corporate companies. In order to support our growth ambitions, we are looking to re-enforce our team with a sales manager.

Your job:

You will be part of a dynamic team, and after a dedicated and tailor-made training program, become responsible for an exciting and inspiring job.

- You advise corporate companies on the structuring of factoring solutions for their working capital needs, you prepare and negotiate proposals.
- You prepare credit applications and, together with your colleagues of the credit department, you defend the application towards the respective committees of Factoring.
- You support the onboarding of new clients by assisting them during this process, including the handling of technical, regulatory and other requirements.

- You give support to the team where and when needed and play an active role in the team by bringing new ideas to the table.
- You maintain and develop relationships with the bank coverage and other relevant channels, in order to detect opportunities and explore the optimal solutions.

Your profile:

- Master's degree (Economics and/or Law) with minimum 5 years of experience.
- A commercial background with corporate clients in the financial world is considered to be an asset. Factoring knowledge is a plus.
- Good knowledge of Dutch, French and English. (both orally and written)
- A very good knowledge of MS-Office programs, especially Excel.
- Commercial, creative, proactive and a team player.
- Willing to learn and with strong negotiation skills.
- Team player but also ready to dig into different matters and work independently.

We offer you:

- You become part of a small but experienced team – with growth ambitions.
- An appropriate financial package completed with a company car and extra-legal benefits.
- Your office will be in Turnhout or Leuven, with often the possibility to work in the main office of BNP in Brussels and up to 50% home-office.
- A training plan tailored to your needs and attention for your personal development.
- New challenges in an international environment.

Interested?

Apply via this link:

<https://bwelcome.hr.bnpparibas/externalcareers/JobDetails?jobId=14351&source=BNP+Paribas+website>

If you need a certain support before or during the selection process, we will provide that help.

More detailed information about BNP Paribas Fortis Factor is available on our website: www.factor.bnpparibasfortis.be

With regard to the processing of your personal data, we refer to our privacy policy: <https://factor.bnpparibasfortis.be/nl/footer-pages/privacyverklaring>