

Job description

Sales Director - Japan

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 Japan. 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 within Japan.

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 within Japan, whilst also leveraging Mitigram's substantial product roadmap for cross-sell opportunities across existing clients.

MITIGRAM

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.

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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.

Sales Director - Japan

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
- **Japanese** native speaker and fluent **business English** are pre-requisites

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