Scope SE & Co. KGaA is looking for a proven and result-driven Sales Manager for a fast-paced, rapidly challenging company based in Paris. As a Sales Manager, you will be part of our Markets Team and responsible for accelerating the business development in France, Belgium and Luxembourg. In addition, you will win new clients and maintain existing relationships with Structured Finance Organisations and use your entrepreneurial spirit to identify market potential and exploit business opportunities.

Sales Manager – Structured & Project Finance

Your tasks & responsibilities

- Role with responsibility for structured and project finance (SF/PF) issuers and arrangers in France, Belgium and Luxembourg
- Define target groups and future strategy for Scope Ratings across this region
- Win new clients and maintain existing relationships with SF/PF organisations in France, Belgium and Luxembourg
- Keep up to date on developments in the SF/PF market
- Introduce Scope to the market and facilitate the gradual expansion of the Scope Ratings brand
- Communicate and manage relationships with issuers, financial intermediaries and arrangers of SF/PF products
- Communicate with and support international investors across Europe focusing on structured and project finance products
- Represent Scope and Scope's structured/project finance expertise at conferences across the market in France, Belgium and Luxembourg.
- Use an entrepreneurial spirit to identify market potential and exploit business opportunities
- Act as a true ambassador for Scope as the European Rating agency

Your professional & personal profile

- 2-5 years of sales/BD experience selling to the treasurers departments of leading European companies, debt funds and/or SF/PF market
- Sound knowledge of SF/PF products and the ability to acquire knowledge of new financial structures quickly
- An established Network in the structured & project finance and debt fund industries; especially with CFOs and other holders of senior positions
- French native and business-level proficiency in English.
- Excellent presentation and negotiation skills
- The ability to grasp complex economic connections quickly and explain these to third parties
- Good computer skills, particularly in MS Office
- Ability to inspire enthusiasm in clients for both yourself as a person and your ideas
- Team player with excellent communication and interpersonal skills
- Willingness to travel
- Good at networking and building relationships
- Good at reading and understanding client needs
- Good at initiating, doing and delivering
- Energetic, motivated and outgoing personality
- Collaborative, versatile, inquisitive and detail-oriented self-starter with experience of working in an international environment
- Confident and professional appearance with excellent social and communication skills
- Previous experience at a CRA can be an advantage

Interested?

We look forward to learning more about you from your convincing application. Please apply online using our application tool quoting the reference “20200131“. Please note: For non-EU applicants, a valid work and residence permit is a prerequisite for this job position.

What we want to see

- Signed current CV
- Criminal record certificate
- Letters of reference
- Copy of your university degrees and certificates

About Scope

Scope Ratings is part of the Scope Group with headquarters in Berlin and offices in Frankfurt, London, Madrid, Milan, Oslo, Paris…. As the leading European credit rating agency, the company specialises in the analysis and rating of financial institutions, corporates, structured finance, project finance and public finance. Scope Ratings offers credit risk analysis that is opinion-driven, forward-looking and non-mechanistic – an approach which adds to a greater diversity of opinions for institutional investors. Scope Ratings is a credit rating agency registered in accordance with the EU rating regulation and operating in the European Union with ECAI status.

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