

Recruteur	
Référence	23D1674467407
Titre de l'offre	Sales Manager – Structured & Project Finance
Description de la mission	<p>Your tasks & responsibilities</p> <ul style="list-style-type: none"> * 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
Type de contrat	CDI
Télétravail	Non spécifié
Client	Scope Group
Description de la société	<p>About Scope :</p> <p>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.</p>
Localisation	75008 Paris
Pays	Array
Description du profil	<ul style="list-style-type: none"> • 2-5 years of sales/BD experience • Previous experiences selling to the treasurers departments of leading European companies, debt funds and/or Structured Finance(SF) / Project Finance (PF) markets • 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. • The ability to grasp complex economic connections quickly and explain these to third parties • Team player with excellent communication and interpersonal skills • Previous experience at a CRA can be an advantage
Expérience	Expérimenté (3-10 ans)
Profil	
Secteur	Banque & Finance
Langue	Anglais
	Français