



Job Description: Regional Sales Manager

(DACH/Benelux/France/Italy or Iberia)

Location: Preferably Stockholm

Fundrella is offering a unique opportunity for an experienced sales manager to join a rapidly growing Fintech company

The sales manager will be part of a growing Sales team and work alongside the founder and CEO, fellow sales representatives and IT specialists building an innovative digital fund reporting platform used by Asset Managers and Fund Investors.

Fundrella AB

Fundrella is a Swedish fundtech/fintech company that has rapidly transformed from a startup to a scaleup. We offer a pioneering digital solution within the fund and asset management industry. Fundrella helps professional investors and asset managers to simplify fund reporting by offering all fund reports on one common digital platform.

Are you the one?

Fundrella is expanding and we are now looking to add 2 full-time Sales Managers to each cover one of the following European regions: DACH/Benelux/France/Italy/Iberia. This is a great opportunity for an ambitious individual with an entrepreneurial mindset, who would like to grow and develop in a fast-moving and rapidly growing company in the Fintech space. We are looking for a high-performing Sales Manager, with an existing industry network (professional investors and/or asset managers), to help us meet our customer acquisition and revenue growth targets.

The sales manager will be a key player in developing the company further and will work tightly alongside the CEO, fellow regional sales representatives and IT specialists building an innovative digital fund reporting platform used by Asset Managers and Fund Investors across Europe.

In the position, you will:

- Have a visible role within the European Asset Management industry
- Be responsible for maximizing our sales potential, crafting and executing sales plans and keeping up high satisfaction within our expanding customer base
- Work closely with cross-border and local fund management companies to establish long-term partnerships
- Work closely with European professional Investors to grow the Fundrella user base and ensure high user satisfaction
- Be supported by our support team to ensure smooth customer onboarding
- Contribute to the product development by feeding client- and user experience into the technical development pipeline

Profile and experience:

- 3-5 years relevant experience within fund or asset management industry
- Self-motivated and able to work independently
- Fluent in English and preferably other European language
- Driven and positive with an entrepreneurial mind-set

Please send your application to wava.bodin@fundrella.com by 20th Sep 2020.

www.fundrella.com