



<https://fintechnews.ch/job/junior-commercial-manager-at-swift/>

(Junior) Commercial Manager

Description

In line with Business Development strategy/Operating/Regional plans to develop and manage long-term relationships with large sized/complex accounts in order to meet customer requirements and to achieve targeted sales, revenue growth and traffic development. Alternatively, may manage large sized/complex infrastructures/parts of sales programs/initiatives.

You take over existing key customer relationships but also build new ones with global, regional and domestic banks, Financial Services provider, corporate customers and asset managers. You are finding and closing new business for both solutions, product and services sales as well as message traffic revenue growth. In addition you foster the relationship with market infrastructures and communities in the SWIFT industry for the markets Switzerland and Liechtenstein.

SWIFT is looking for an energetic, smart business professional with personal drive and commitment. You should have experience of Business Development, be fluent in Swiss German, German and English (French would be a plus), with outstanding presentation, communication and networking skills. Furthermore, you should have a very good knowledge of the banking and corporate cash management businesses and good understanding of SWIFT product portfolio. Having a great affinity and understanding of the fast growing Fintech industry would definitely be an asset.

Responsibilities

- Identify customer needs / market opportunities and achieve business growth by building and maintaining long term customer relationships with primarily global/large accounts which are banks, financial companies and global corporates and/or developing market infrastructures and implementing initiatives of large size/complexity.
- Develop plans for large sales accounts / infrastructure development / initiatives in order to achieve targeted objectives in an optimal, cost-beneficial way.
- Sustain existing and develop new senior-level customer engagement and partnership. Set-up a regular access to key stakeholders and involve other seniors or executives.
- Implement plans / projects/ initiatives towards assigned large customers/market infrastructure by coordinating and tracking all activities. Implement parts of major key projects / programs.
- Act as a single point of contact for large clients and/or support as a center of expertise on a specific area/initiative.
- Represent SWIFT and promote products and services in order to grow our business by participating to international and regional fairs, forums and meetings.
- Liaise with other divisions/departments, commercial team managers and members in order to provide a coordinated service and integrated solution to assigned customers and feedback internally market intelligence, product issues and other relevant information.
- Define, prepare, present and ensure implementation of solutions for your

Hiring organization

SWIFT

SWIFT is a global member-owned cooperative and the world's leading provider of secure financial messaging services.

Employment Type

Full-time

Job Location

Zurich, Switzerland

Date posted

February 25, 2022

APPLY

selected customers based on SWIFT's offering together with relevant internal experts

- Maintain skills and knowledge and share it with peers and team members

Qualifications

- A first experience in Business Development/Consulting and/or customer facing roles in the financial industry is an asset
- Willing to develop your knowledge and experience in the Swiss banking industry, with a focus on private banks, asset managers and corporate clients
- Business understanding of Payments, Securities and Compliance in the financial industry
- Understanding of existing and emerging technologies of software, solution and platform offering in the financial industry
- Strong relationship manager with strong Customer focus and Business acumen
- Fluent in (Swiss) German, English and French as a plus
- Good team-player and networker
- Flexible and stress resistant
- Highly confident self starter
- Very good planning and analytical skills
- Outstanding presentation, communication and networking skills
- Knowledge SWIFT's business, products and services