

## **Job description – Senior Originator(s)/ Salesperson(s)**

### ***Company Profile***

RiverBank is a specialised lender dedicated to financing Small and Medium Enterprises with a focus on Benelux, Germany and France. RiverBank operates under a full European Banking License allowing to cover all European countries.

RiverBank's mission is to combine the best of the fintech and banking world. As experienced bankers, we commit the bank's balance sheet to grant loans which we analyse using a fundamental credit approach. As a fintech player, we digitally source, process and monitor the loans. Riverbank is growing fast both organically and through acquisitions.

As a young company, the talent and passion of our people is critical to our success. Together, we share a common set of values rooted in integrity, excellence and strong team work. RiverBank will offer an entrepreneurial environment within the regulatory banking framework - a place for people to learn, to achieve and grow. Our culture will promote diversity and individual perspectives in an international environment, represented by more than 10 nationalities.

### ***Department Profile***

RiverBank's origination department aims to originate loans through a network of distribution partners. Whether you're interested in fintech, financing SME, B2B distribution or working for a high growth firm, RiverBank is the place to be.

RiverBank is looking to recruit a senior salesperson/ originator for the German market

### ***Primary Responsibilities***

- Building and maintaining a network of distribution partners (banks, accountants and advisors) in Germany
- Sourcing new loans from the network
- Working closely with the credit team to originate good quality loan applications
- Adjusting the origination strategy based on internal needs, market and regulatory developments
- Signal market trends and propose new loan products
- Overseeing the overall client relationship

### ***Qualifications & skills required***

- Knowledge of credit products
- Excellent relationship and communication skills
- Relevant prior experience in corporate/private banking or debt advisory/ corporate finance

- Sound numerical skills
- Enjoys team work, thrives in a fast paced environment
- Goal and people oriented
- Fluent in English and German
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Please submit your application to: [careers@riverbank.eu](mailto:careers@riverbank.eu) or contact  
Susanne Schramm, HR Manager +352 27493710

*RiverBank is an equal opportunities employer. We work to provide a supportive and inclusive environment where all individuals can maximise their full potential. Our skilled and creative workforce is comprised of individuals drawn from a broad cross section of the communities in which we operate and who reflect a variety of backgrounds, talents, perspectives and experiences. Our strong commitment to a culture of inclusion is evident through our constant focus on recruiting, developing and advancing individuals based on their skills and talents.*