



Job description – Senior Salesperson

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 for the German market.

Primary Responsibilities

- Building and maintaining a network of distribution partners (e.g. private equity, industrial holdings, family offices, banks, advisory companies and accountants) in Germany
- Sourcing new loans from the network
- Contributing to the development and achievement of the strategy and vision for the German market
- Adjusting the origination strategy based on internal needs, market and regulatory developments
- Working closely with the credit team to originate good quality loan applications
- Signaling market trends and proposing new loan products
- Overseeing the overall client relationship
- Taking active role in design and implementation of digital infrastructure

Skills required

- Proven origination skills or high interest in origination / deal sourcing
- Excellent acquisition, relationship, communication and presentation skills
- Very good knowledge of credit products
- Relevant prior experience in corporate / leveraged finance, corporate lending, private debt or debt advisory
- Sound numerical and analytical skills
- Enjoys team work, thrives in a fast paced environment
- Goal oriented with strong commercial acumen and interpersonal skills
- Fluent in German and English plus one European language would be an advantage

Please submit your application to: 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.