

COUNTRY MANAGER - ROMANIA

In the recent months Finax has been growing at fast pace, while already present in 5 countries with massive footprint on the CEE fintech scene. We are ready for further expansion, therefore the time has come for us to welcome a new professional to our team who won't be intimidated by our culture of hard work and the concept of a fast growing business in a challenging but rewarding environment.



We are Finax –

- the first and largest robo-advisor in Slovakia & CEE,
- we bring simple, digital, and revolutionary form of passive investing to the general public, while
- we are working tirelessly to increase financial literacy in our region.

We're seeking for the right candidate –

- capable of coming up with new ideas and making them happen,
- challenging the status-quo, who uses arguments and common sense, with a professional and representative appearance,
- excited to share their expertise, utilize their networking skills to grow the scope of the distribution channels and get involved in day-to-day agenda with clients if necessary,
- with ability to elevate our business to the next level with new ideas and being bold enough to put them into practice!

Your agenda will be built up of –

- 50% business development and sales
 - o establishing our presence & building up brand awareness on the Romanian market
 - o dealing with localizations and tailoring the business model to local needs (legal, local specifics, e.g. tax advantageous accounts implementation, communication, etc.)
 - o seeking out B2B partners, affiliates, financial agents, bloggers cooperations
 - o following up the requirements of B2B partners, providing them with a training on Finax products & supporting their onboarding
- 40% creative content creation, online sales and presentation
 - o creating blogs, webinars, podcasts and tons of content in the field of investing and personal finance, with the goal to increase the financial literacy among clients and prospective clients
 - o increasing our brand recognition by attending B2B & B2C conferences, events as a speaker, host or guest of e.g. panel discussions

- 10% client facing agenda and ad-hoc customer support
 - o communication with clients while presenting our products and answering client's questions, ensuring customer care on a highly professional level (no cold calls at all!)
 - o taking care of day-to-day operations, communicating with clients, preparing podcasts and webinars

Skills & capabilities needed –

- experience in finance, fintech and sales, interest and overview in financial markets, fintech and local (ro) market products and development,
- amazing communication and organizational skills, responsible approach to work
- active knowledge of Romanian (C2), English (B2-C1) is required, while any other CEE language (hr, cs, sk, pl, hu, ua) is a huge advantage,
- previous experience in customer care / helpdesk and professional communication is more than welcome,
- precision, flexibility, ability to absorb large amounts of information & open-mindedness, approach of a team player with independent attitude towards tasks and responsibilities, pleasant behavior..

Employment conditions –

- full-time or other type of contract – upon agreement
- combination of remote work & work from our Bratislava Head office (ROSUM - Bajkalská 19B)
- Salary conditions are subject to agreement, depending on skills and experience
- Start: October 2021

Benefits –

- working in a fast-growing company,
- opportunities for personal development and career growth,
- open & united start-up culture including all its ups&downs - but mainly ups ;)
- young, dynamic and professional team which will be happy to share all the wisdom and provide the necessary support, trainings – last but not least: Team buildings

Information on the selection procedure –

If you are interested in our offer, please send us your structured CV to job@finax.eu, highlight CM RO in the email title. We thank all applicants for their interest in advance.

In your application, please include the following clause: "I consent to the processing of my personal data for the purpose of recruitment in accordance with Article 6 (1) (a) of the Regulation of the European Parliament and of the Council (EU) 2016/679 of 27 April 2016 on the protection of persons individuals with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46 / EC (General Data Protection Regulation)."

About Finax –

Finax is an investment broker and pioneer in CEE robo-advisory. A Slovak CESA Awards winner fintech startup, which has become renowned in the eyes of Slovaks, Czechs, Poles, Croatians and Hungarians only 3 years since its founding. In addition to the main product, which is a simple and efficient investment via ETF portfolios, it also makes financial education more accessible in the form of webinars, podcasts, and blogs. It is currently focused on expansion to neighboring countries.