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## Position Specification

# Spanish speaking Solution Expert

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### About us

We are a growing Swiss-based company, acting in the securitization, fund, and tokenization business as a One-Stop-Shop and platform. We have an international and well-diversified coverage, and we are looking for a Spanish-speaking colleague. We interact mainly with the C-level of SMEs and Advisory companies. Our company offers a variety of solutions on bankable and non-bankable investments across different jurisdictions and is continuously expanding its offering. After the initial meeting, candidates must sign an NDA to get additional company insights for the final decision.

### Team Structure

Our Solution Experts work on their own accounts, purely on a commission basis. There are initial costs for a one-day training and annual infrastructure fees to be met. After that, there is a complete company infrastructure at a higher level with predefined work processes, training, and team meetings. The Solution Expert will get personally coached as long as needed.

### The Role

As a Solution Expert, you will participate in the company's sales activities to create new leads. Other acquisitions channels are left to your discretion. By identifying the client's needs, you highlight the possibilities of our cooperating partners and their solutions. Furthermore, you will accompany the prospective client from the ideation to the implementation stage. There is no requirement of having a set of prospects ready to go.

### The Opportunity

Unusual, flexible, and very lucrative working conditions in a dynamic and innovative company. Excellent opportunity to build your own client base and scale your income beyond your previous jobs. The independent Solution Expert is free to determine his/her efforts and may carry out his activities from any place. Other sideline activities are permitted as long as they are not competing with the company and do not absorb more than 50% of your work time.

### Candidate Profile

The ideal candidate already has several years of banking experience as a Financial Advisor, Fund-, ETF- or Structured Products Sales. Alternatively, we may consider profiles with a private equity or debt field background. An entrepreneurial and self-motivating personality would complete this ideal candidate.

- Excellent business development, negotiating and communication skills
- Versed in banking products, etc.
- Native Spanish speaker a plus (verbal and written proficient)

### Location of work

Home Office/Office-free/Remote business model

### Contact

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