



We are looking for our future colleague to join us:

Sales Consultant with special focus on Trade Transaction Services Sales Hungary

ING Bank N.V. Hungary Branch has been providing financial services to large companies in Hungary since 1991. ING is a global bank with a strong European base. Our more than 60,000 employees serve around 37 million customers, corporate clients and financial institutions in over 40 countries. Our purpose is to empower people to stay a step ahead in life and in business. ING is a market leader in sustainability and wants to play an active role in stopping climate change. We finance a lot of sustainable activities, but we still finance more that's not. See how we're progressing on ing.com/climate.



Best Cash Management
Bank in Central & Eastern
Europe in 2024
by Global Finance



Best Trade Finance
Provider in Central &
Eastern Europe in
2023 by Global Finance

Key Responsibilities:

- Engage with clients to understand their trade finance needs and offer tailored solutions leveraging ING's product suite and international network.
- Partner with Sector Coverage Bankers to review client portfolios, identify new business opportunities, and define target prospects.
- Drive revenue growth and develop a robust new business pipeline for the assigned portfolio, aligned with TS Sales objectives.
- Lead negotiations on trade finance solutions and pricing, balancing client expectations with service costs and ING's risk appetite.
- Oversee the entire sales process—from lead generation and pitching to internal approvals—working closely with cross-functional teams.
- Identify opportunities for product innovation based on a deep understanding of client needs and market trends.
- Strengthen ING's reputation as a leading Trade Finance provider for Wholesale Banking clients by showcasing expertise at industry conferences and external events.

Required Skills and Competencies:

- Master's degree in Finance, Economics, or a related field.
- Proven track record in sales, with a strong understanding of trade finance products.
- A dynamic and experienced mid-senior level sales professional, capable of expanding our network and driving growth in trade finance areas such as bank guarantees, documentary business, receivables financing, and supply chain finance.
- Energetic individual with a mindset focused on growth, opportunity, and continuous improvement.
- Ability to work effectively within a matrix organization, managing collaboration across local, regional, and global teams to deliver client-focused solutions.
- Strong consultative selling abilities, with outstanding presentation and interpersonal communication skills.
- Willingness to learn and grow continuously in a fast-paced, ever-evolving global environment with high client expectations.
- A self-motivated banker who thrives independently but also works effectively as part of a team.
- Fluent in English, both spoken and written.

Required Professional Experience:

- A minimum of 5 years in wholesale banking experience, ideally within a top-tier international bank or a comparable global financial institution, with a well-established client network.
- Proven experience in relationship management, client coverage, and/or trade finance product sales, with a strong focus on delivering tailored solutions.
- A solid track record in selling trade finance products, including but not limited to Bank Guarantees, Documentary Trade (Letters of Credit, Collections), Receivables Finance and Supply Chain Finance.
- Deep understanding of the local banking landscape, including key wholesale banking clients, local infrastructure projects requiring bank guarantees, market practices, trends, and competitive dynamics.
- Regulatory Knowledge: Solid understanding of international regulations and rules governing: Bank guarantees, documentary business, international trade.

What We Offer:

- Multinational environment, international corporation and a diversity of cultures.
- Modern, pleasant work atmosphere, flexible hybrid way of working, great technical equipment for home office as well.
- We treat each others as partners, age makes no difference for us.
- We deliver responsible job and look for challenges.
- Areas are interoperable, we provide personal and professional development opportunities.
- We offer competitive compensation, various benefits, with a focus on wellbeing.

How to apply: To apply please send your English CV to ingbank.jobs.hu@ing.com email address. Your files will be handled confidentially.

