

Romania Jobs Expertini®

Account Manager

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Company: Ria Money Transfer

Location: Romania

Category: other-general

Ria Money Transfer is looking for Account Manager in Romania to expand the network of agents in a designated territory presenting RIA Money Transfer Service as a business opportunity. Develop strong relationships with agents to ensure long term loyalty to the Company; use solid financial & business acumen to demonstrate the value of the service proposition to the prospective agent

You will be responsible for developing, retaining, and managing a portfolio of business agents to provide RIA money transfer services in a specified area and/or corridor (., African, Central or Southeast Asia, Eastern Europe, . The role will require significant time spent outside the office, with around 90% dedicated to recruiting new agents and nurturing existing ones.

Your key responsibilities include:

Presenting RIA to potential clients (agents) and overseeing the entire sales process, from prospecting and cold calling to conducting face-to-face meetings, presentations, and user demonstrations.

Registering potential clients in the AOB (Agent Onboarding) application who express firm interest in working with RIA.

Managing the agent contract sign-up process, ensuring all mandatory documents are collected for declaration to the local regulator (referencing the local checklist) and completing the file in the AOB application.

Providing essential training to agents promptly, typically within one week of their agent code creation in the RIA application. This training will familiarize agents with the application,

acquaint them with RIA's network of correspondents, and educate them on internal procedures.

Ensuring agents adhere to the Basic Dress provided by the Marketing department. If necessary, negotiating with agents to implement all basic items provided by Marketing to enhance the visibility of Point of Sale (POS) and maximize the client's business potential. Subsequently, sending a picture of the dressed agent to Marketing.

Additionally, your day-to-day duties will involve:

Ensuring seamless service delivery to agents and actively working towards increasing transaction volumes by maintaining a visible presence in the marketplace.

Responding promptly to information requests from the company and agents.

Providing regular and timely reports to the Sales Manager to ensure they are fully briefed on all aspects of your work.

Drafting a weekly report outlining your plan and comparing it against agreed-upon targets.

Attending sales meetings as required.

Qualifications and skills required for this role include:

Strong understanding of the communities mentioned (African, Central or Southeast Asian, Eastern European).

Familiarity with a 40-60 salary scheme (fixed-variable) or confidence in achieving high performance for an attractive salary.

Demonstrated understanding of money transfer operations and systems, particularly in new agent markets.

Stay updated on issues impacting money transfer companies and the industry, including major corridors and immigrant populations in different regions.

Proficiency in English along with the local language. Knowledge of additional languages is advantageous.

Ability to represent RIA professionally at events while adhering to the company's compliance standards, particularly regarding Anti-Money Laundering (AML) laws, with the goal of generating new business leads and contacts.

This role requires a candidate who embodies the following qualities:

Results-Driven and Problem-Solver: Demonstrates a focus on achieving outcomes and resolving challenges effectively.

Flexibility/Adaptability & Managing Change: Thrives in dynamic team environments and can adapt quickly to evolving situations.

Analytical Thinking Possesses strong analytical skills to assess situations and make informed decisions.

Integrity Holds oneself accountable, handles sensitive situations with integrity, and confidently defends their position.

Stress Resilience Capable of working efficiently under tight deadlines and pressure, adept at addressing issues promptly and effectively.

Initiative, Innovation & Risk-taking/Management: Exhibits an entrepreneurial mindset, comfortable taking calculated risks and working autonomously with minimal supervision.

Organization and Planning: Enthusiastically tackles tasks with a proactive approach, ensuring thorough planning and execution to achieve excellence effortlessly.

Teamwork & Conflict Management Collaborates effectively within a team environment, adept at managing conflicts constructively.

Communication & Influence Possesses excellent communication skills, capable of conveying ideas persuasively and influencing stakeholders effectively

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