

# Career opportunity in Ghent or Brussels: Presales Risk, Finance and Compliance Specialist for the banking sector

## About Wolters Kluwer Financial Services

In Wolters Kluwer's Financial Services business unit we possess deep insight into the industry, providing governance, risk and compliance programs and solutions to more than 15,000 financial services organizations worldwide. More than 400 in-house experts - former regulators and compliance officers, risk analysts, lawyers and financial industry specialists - embed their knowledge and expertise in every service or solution so that financial organizations can be confident they are managing their organization's Finance, Risk and Regulation needs effectively. Despite rapidly changing industry conditions, financial organizations can rest assured knowing that Wolters Kluwer is able to invest and quickly respond to market needs, with financial stability for the long term.

Wolters Kluwer N.V. (AEX: WKL) is a global leader in information services and solutions for professionals in the health, tax and accounting, risk and compliance, finance and legal sectors. We help our customers make critical decisions every day by providing expert solutions that combine deep domain knowledge with specialized technology and services.

Wolters Kluwer reported 2015 annual revenues of €4.2 billion. The company, headquartered in Alphen aan den Rijn, the Netherlands, serves customers in over 180 countries, maintains operations in over 40 countries and employs 19,000 people worldwide.

Wolters Kluwer shares are listed on Euronext Amsterdam (WKL) and are included in the AEX and Euronext 100 indices. Wolters Kluwer has a sponsored Level 1 American Depositary Receipt program. The ADRs are traded on the over-the-counter market in the U.S. (WTKWY).

For more information about our solutions and organization, visit [WoltersKluwer.com](http://WoltersKluwer.com), or for our financial services solutions, visit [WoltersKluwerFS.com](http://WoltersKluwerFS.com).

## Job Description

We are looking for an experienced Presales Risk, Finance and Compliance Specialist to join our Ghent or Brussels office to support the closure of our sales prospects for our OneSumX® Risk and Regulatory solutions within the EMEA region.

The Presales Risk, Finance and Compliance Specialist aims to address the key challenges generated during the sales process, like identifying client's needs, completing RFP/RFI's, presentations, product demonstrations, proof of concepts which meet customer business requirements, tracking and keeping up to date with regulatory changes and educating peers.

He/she will need to track and keeping up to date with Risk and Regulatory changes and work closely with Product Management guiding the product roadmap towards customers' Risk and Regulatory needs. The Risk and Compliance Specialist provides input to the strategy of the risk and regulatory reporting solutions based on customer and market demands.



He/she aims to address the key challenges generated during the sales process, specifically, the incumbent will be expected to successfully complete the following tasks:

- Listen to and understand our prospects business requirements.
- Position our Risk (ALM and Liquidity Risk), Finance and Regulatory solutions relative to the prospects business requirements.
- Accurately articulate our value proposition throughout all steps in the sales process.
- Build and maintain use cases and demonstration setups of specific software modules.
- Preparing and conducting product workshops and proof of concepts on prospect sites.
- Generating pre-sales support documents.
- Provide financial and business content and business subject expertise to current and prospective customers as well as internal peers;
- Completing RFI/RFP's.
- Conducting functional gap analyses and addressing business issues raised by prospects, and
- Working with sales to ensure the closure of the sales process.

### Qualifications and Skillset

The ideal candidate would need to have:

- Excellent communication and time management skills.
- Proven experience in Risk (ALM, Credit/Market/Liquidity Risk) and Regulatory Reporting.
- Knowledge about general and sub ledger systems, accounting and banking regulation such as IFRS 9
- Experience in either consulting or implementing risk and regulatory reporting solutions.
- Thorough knowledge of banking products, instruments, systems and processes.
- Experience with financial software, financial data warehousing and relational database conceptual knowledge.
- Financial or Risk Management professional certification (FRM, PRM, CFA etc.).
- A degree in Risk/Finance/Accounting/Banking/IT/Engineering.
- Good knowledge of Microsoft Office tools
- Basic knowledge of SQL.
- Required Language Skills (written and spoken): German and English (fluent)

## Personal traits

- Excellent communication (written and oral) and interpersonal skills.
- Responsible, methodical and organised.
- Self-learner.
- Innovative.
- Assertive, being able to make expert decisions based on personal judgement.
- Team player.
- Strong problem solving.
- Excellent presentation skills.
- Willingness to travel within EMEA.
- Energetic and driven to succeed in a fast-paced, dynamic environment.

## Our offer

We offer you a full-time position in a team-based, international, leading financial organization. Within Wolters Kluwer Financial Services, you will find straightforward communication, a fast-paced work environment and challenging projects. Your know-how will be rewarded with interesting career opportunities and a competitive salary package.

**Interested?** Please send your application (with the job title in the subject line) to:

[FRC-Careers-EMEA@wolterskluwer.com](mailto:FRC-Careers-EMEA@wolterskluwer.com)