

Relationship Manager EMEA (m/f/d)

WeFi International AG is a subsidiary of WeFi Technology Group USA – a leading fintech in channel finance. Our market leading proprietary platform and services connect and support global and regional technology companies with their clients and funding partners in over 41 countries. Our office in Zug manages all business in EMEA including origination, structuring, execution and transactions management. Our team members in the USA, EMEA and APJ have decades of experience in the channel finance, IT and banking industries.

To strengthen our team in Zug, we are looking for a hands-on, communicative and driven

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Your Role:

As a Relationship Manager, you will lead the implementation and ongoing program management of WeFi's innovative channel finance solutions for our EMEA clients. You will collaborate closely with Capital Markets, Legal, Treasury, Finance and IT in the development and daily operations of client programs.

We are looking for a hands-on team player who thrives in a fast-paced and enjoyable environment. You will report to the Switzerland-based Chief Operating Officer EMEA & APJ.

Your Responsibilities:

- Act as the primary point of contact for clients, building strong and lasting relationships that support satisfaction, retention and growth
- Lead and participate in communication with portfolio resellers, vendors and funding partners for new and existing programs
- Support the assessment and execution of new transactions within the portfolio
- Implement and manage operational processes across all program aspects (fundings, repayments, disputes, late payments, credit limit adjustments, etc.)
- Take the lead on compliance and credit reviews (trendcards) for new and existing portfolios, assessing financial performance, leverage, risks, cash flows, management and overall ratings
- Stay up to date on policies, procedures and compliance guidelines, ensuring they are applied effectively in daily operations
- Complete scheduled professional development and training activities

Your Profile:

- University degree in economics, finance or a related field
- Knowledge of channel finance
- 1+ year of experience in credit analysis and underwriting
- 3+ years of program or project management experience (KPIs, milestones, cross-functional collaboration)
- Strong organizational skills, high attention to detail and operational excellence in a fast-paced environment
- Fluency in English; additional languages are an advantage
- Excellent communication skills, both client-facing and internal
- Team player with a hands-on mentality who enjoys working in a dynamic and fun environment

What we offer:

- A dynamic, fun and international team culture
- A key role in shaping and developing our international business
- The opportunity to apply your skills, knowledge and interests in an evolving and ambitious team
- Competitive compensation and benefits package
- International exposure with opportunities for travel
- Excellent prospects for growth and professional development

Interested?

We look forward to receiving your application via our applicant management system.

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Additional information

Location	Zug
Position type	Full-time employee
Start of work	Jan 14, 2026

Responsible

HR Team