

Sales Representative / Business Developer

FundProcess · Luxembourg — All your operations in one platform.

FundProcess is a FinTech building the core operating system for the fund industry. Our platform combines a financial core system with **six AI-enhanced design tools** that let operational teams encode any data acquisition, calculation, reporting, workflow, questionnaire or counterparty portal themselves — no IT dependency. Upload a sample, and the AI implements it for you. We're a senior, technical team from the Luxembourg fund world, growing our commercial reach across Europe.

THE MISSION

Reporting **directly to the CCO**, you'll develop new business across **Luxembourg, Belgium and France**, and support growth in other markets where our clients operate. You'll turn the operational, financial and regulatory challenges of asset managers, ManCos and administrators into signed deals — and contribute to a growing commercial team.

WHAT YOU'LL DO

- **Build pipeline** — identify and reach decision-makers across funds, ManCos, central administrations, depositary banks and family offices.
- **Discover & demo** — conduct discovery meetings and product demonstrations.
- **Move deals forward** — manage the cycle from first contact toward signature.
- **Convert warm prospects** — work an existing qualified pipeline as your first priority.
- **Represent FundProcess** — at industry events (LPEA, ALFI, etc.).
- **Feed the roadmap** — bring market and competitive insight back to the team.

WHY THIS ROLE

Own three core European markets — and sell a product that's changing how the fund industry runs its operations.

WHAT WE'RE LOOKING FOR

- **5 years of experience in the investment funds industry** — through sales, operations, or a related software or services role.
- Ability to hold deep conversations with Asset Managers, Risk Managers and Compliance Officers, and translate their challenges into clear use cases.
- Curiosity and the drive to grasp a technical financial product and explain it simply.
- A proactive self-starter who thrives with autonomy and ownership of their markets.
- **Fluent English required; French an advantage.**

NICE TO HAVE

- An established network within the Luxembourg / Belgian / French fund ecosystem.
- Prior experience in a B2B SaaS or FinTech commercial role.

WHY FUNDPROCESS

- **A new approach to financial software** — operational teams design and run their own processes, with AI doing the heavy lifting.
- **At the frontier of AI** — R&D focused on AI for design, AI-assisted implementation, and AI agents that run key fund-industry functions across the value chain.
- **Real growth runway** — take ownership of your markets and grow with the company.
- **Attractive package** — base salary + uncapped commission + company car.

LOCATION	CONTRACT	START
Luxembourg · hybrid 5 Rue du Fort Rheinsheim & 9 Rue du Laboratoire	Full-time, permanent	Q4 2026

APPLY — SEND YOUR CV

nathalie.wynen@fundprocess.lu fundprocess.lu