

Corporate FX Sales/Account Manager

World First corporate team is looking to expand its sales and dealing desk with a highly motivated and enthusiastic FX sales person. This is an exciting opportunity for an individual with a keen interest in the financial markets to move to one of the most innovative and fastest growing FX companies in the UK.

This is a highly rewarding position for the right candidates and an excellent career opportunity.

Role description:

Responsibilities include:

- developing new business through proactive telemarketing at financial controller/director level. This is a challenging and rewarding role where you will play a vital part in securing and winning new business.
- Identifying, researching and exploring prospective clients;
Performing initial introductory and follow up consultation calls to establish client needs;
Obtain examples of previous currency transactions in order to complete currency audits;
Arrange and perform sales presentations presenting our brokerage solutions;
Provide the dealing team with a smooth handover prior to engagement of services.

Skills and experience required:

- Excellent communication skills;
- Minimum 1 years experience in a B2B environment (essential);
- FX experience (desirable) as you will receive full training;.
- An understanding of the financial markets and/or macro economics..

Package:

Basic salary up to £20 – 25,000 with 1st year OTE of £40,000