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# Example of Fixed Income Sales Job Description

Our innovative and growing company is looking for a fixed income sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for fixed income sales

* Participation in Finance initiatives, which includes incorporating client revenues side-by-side with trading revenues
* Develop existing and new client relationships with a focus on Western Canada
* Sell new issues, facilitate secondary transactions, and connect clients to the full offering of our research platform capabilities
* Communicate effectively with both traders and clients, provide support to the overall team, and put forth new trade ideas
* Actively collaborate with partners in other areas of the firm – Toronto, Montreal, and Vancouver – to identify and pursue business opportunities by providing solutions to clients
* Review and comply with Firm Policies
* Prospect and qualify new Partner opportunities throughout the Americas
* Work closely with the Direct Sales team to meet with end users about the Partners' role in their decision making
* Support the Sales Director with the renewal process and sales administration (contracts and CRM)
* Achieve your non-sales KPIs (which will be set by the Head of Strategic Partnerships)

## Qualifications for fixed income sales

* Demonstrated business development/client service skills in an institutional setting, , complex, sophisticated clients
* S11 or S7, S63 held or willing to obtain
* Proven experience of working with Fixed Income and Derivatives
* Knowledge of Russia and Eastern European regions a benefit
* Fluency in Russian is required
* Minimum four years of experience in fixed income, ideally from sell-side sales or trading environment