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# Example of FX Sales Job Description

Our company is growing rapidly and is looking to fill the role of FX 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 FX sales

* Keep our clients informed of important FX developments
* Help our clients manage their currency exposures effectively and efficiently and find the most appropriate way to reduce their FX risk
* The role entails significant interaction with a variety of business partners (Sales and Marketing, Trading, Credit, Settlements, Confirmations, Bookrunners, Legal, Onboarding, Technology) in order to manage trades front to back
* The ability to understand the full front to back process and identify gaps, bottlenecks and opportunities for improvement is crucial to the role
* Meet/exceed incremental annualized revenue targets for Cross Currency Product Sales
* Provide subject matter expertise to Treasury Sales team in assigned territory to facilitate origination, deal closure and revenue growth of Cross Currency Products, referrals of new FX relationship clients to GFX (the Markets FX Desk)
* To maintain and build-up a strong FX Advisory and Sales capabilities in the Asia Pacific region
* Ensuring a prompt and efficient service to the assigned regions and markets in terms of financial advice, product offerings, executing and reporting, and all operational requirements
* Preparing useful and relevant marketing briefs on new products
* Meeting of clients - internal and external - to keep our clients informed about our product capabilities

## Qualifications for FX sales

* Demonstrated computer skills with the ability to learn new systems and spreadsheets quickly
* Minimum of 5 years’ experience covering FX corporate clients is required
* Knowledge of macro products and understanding of all aspects of the FX workflow is required
* Experience in execution of flow hedging transactions is required
* Broad experience in financial markets and in derivatives specifically is required
* Proven work experience with FX derivative valuation models