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# Example of FX Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of FX sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for FX sales

* Immediate reporting of errors and/or losses concerning FX related transactions
* Sells CompleteFXTM services to prospective clients including asset managers and asset owners, as applicable, producing fee revenue and FX flow for the bank
* Works closely with the Head of CompleteFXTM and other partners in the bank’s foreign exchange and fund services businesses to understand the bank’s products and to present and recommend them appropriately
* Actively communicates with prospective clients, presenting or recommending CompleteFXTM, in-line with established marketing efforts
* Makes customized sales presentations to large and complex clients utilizing knowledge of the foreign exchange market and the CompleteFXTM service
* Maintains on-going relationships with centers-of-influence, such as consultants, making them aware of CompleteFXTM
* Utilizes knowledge to analyze the position of foreign exchange trading in the investment process of clients and prospects to determine suitability for outsourced FX services
* Utilizes knowledge to analyze the processing methods and foreign exchange trade lifecycle of clients and prospects to recommend products that can improve the efficiency of their approach to FX processing and execution
* Maintains thorough knowledge of foreign exchange products and services by initiating frequent contact with other financial or competitor institutions, partners, and keeping abreast of laws and regulations affecting the industry
* Promotes the bank and its products through industry conferences and periodicals as an attendee, speaker, or interviewee

## Qualifications for FX sales

* Preferably previous experience in corporate treasury
* Strong analytic background with proven track record of ability to find solutions to complex client problems is a must
* Fluent in English and German is required
* Strong product knowledge on OTC derivatives including NDF, FX Spot, Forward and Options
* Independent, self motivated and self starter
* Strong communication skills in English and Chinese Mandarin or Cantonese necessary