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# Example of FX Sales Job Description

Our company is looking for a 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

* Constantly seek out new sources of leads client referrals
* Perform a variety of Foreign Exchange (FX) duties including execution of spot and forward contracts with both internal and external clients through a variety of delivery channels (phone, internet)
* Ensures that best practices are followed and implemented (Compliance, Legal, HGC, Call Reports, Derivatives Marketing, Presentations)
* Liaises effectively with other areas of the bank (Bankers, DCM, Loans, ) in order to leverage business opportunities (Pipeline meetings, follow-up opportunities, ensure profitable working relationship with Risk and Legal departments)
* Provide support to Corporate Sales Team and Head of Sales
* Support sales daily activity
* ALCO and IHC Support
* Preparation with Auditors, Clients, Operations, Financial Control and IT
* Assist with sales team in opening of accounts across systems
* Input transactions in the different Front Office systems (Murex & Markit wire)

## Qualifications for FX sales

* Seek to understand where Algo Execution fits within the rapidly evolving competitive and regulatory landscape in the eFX space
* Work with 3rd party vendors to understand their product development cycles distribute FX Algo products via those channels
* Flexibility to be based out of London or New York
* A passion for technology, a good understanding of the architecture of complex technological systems and an interest in developing technical solutions to empower/scale the business
* A Bachelors/Masters degree in a quantitative discipline
* Past experience with analysis of large data sets