



Example of FX Sales Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of FX sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for FX sales

- Assist the team to meet revenue and client development targets
- Execute FX trades within approved trading and credit limits
- Maintains an ongoing program to expand business with domestic clients
- Negotiates products, services and pricing with the customer
- Creates value for customers by creatively utilizing the resources of RBCCM
- Ensures that at all times open positions are within delegated authorities
- Is alert to market intelligence with regard to the Bank's customer base and when relevant shares such intelligence with other senior staff
- Development of existing and new relationships
- Coordinate with other product areas
- Build relationships with the trading and research teams

Qualifications for FX sales

- University degree in Physics, Mathematics, Engineering or Finance, or a related field
- 7+ years work experience in an Institutional sales role
- Expert knowledge of the FX Trading markets
- Possess an existing client base consisting of macro hedge funds, asset managers and other institutional accounts
- Successful track record selling to Hedge Funds and/or Real Money accounts
- Excellent communication, sales prospecting & presentation skills required