

## **Job Description**

IBFX seeks to build a diverse team of financial professionals from a variety of backgrounds. We are looking for candidates that are motivated to sell and to learn, without dealing with the pressures of a commissioned based sales force and understand the value of teamwork. The new sales candidate will have the opportunity to build advanced sales skills in the FX market as part of a global family of reputable financial companies.

### **Key Duties & Responsibilities:**

- Drive sales for IBFX's Retail and Institutional products and services
- Build and maintain relationships with clients
- Develop new opportunities within existing client base
- Use an intelligent sales approach to communicate the benefits of IBFX, our trading platform, and the FX market to prospective clients
- Discuss the financial markets and what major factors move them
- Provide support for self-trading FX clients from all over the region
- Quickly learn and stay current on all of our products, services, platforms and educational trading tools
- Skillfully probe for, listen to and understand client needs to provide resources and solutions to improve the clients' experience and results
- Provide detailed feedback and suggestions that will be used to improve our sales, service and operational processes

## **Desired Skills & Experience**

### **Experience & Skills:**

- Ability to write and speak persuasively and clearly
- Able to think quickly and problem-solve in real-time
- Bachelor's degree in a related area
- Demonstrated success building and cultivating relationships with key decision makers.
- Exceptional interpersonal, communication and presentation skills.
- Experience in financial markets a plus!
- Ability to travel extensively
- Must have drive, enthusiasm, energy, a team oriented attitude, confidence and ambition to succeed
- Technical orientation & skills required to quickly learn and effectively navigate a variety of trading products (primarily MT4)
- Bilingual skills are required (especially Chinese and English)