

Full-Time Graduate Business Development Role

JOB TITLE: Business Development Manager

DEPARTMENT: PFX Partnerships Team

REPORTS TO: Head of Partnerships

LOCATION: London

Job Purpose

Target new PFX partners to generate referred customers for the CAE team to register and then the dealing team to trade. Energise partner accounts, both new and existing, to create sustainable, profitable relationships. Exceed budgeted targets and achieve client conversion goals. Clearly demonstrate the customer and partner benefits for all PFX products and services and record all information using Salesforce CRM. Have FX markets knowledge and commercial awareness.

Description

A business development manager who will approach new partners and build strong commercial relationships. Lateral thinking, with tenacity to drive the most referred business possible out of each partnership through shared goals and a professional approach to account management. Seeking online and offline opportunities within different businesses sectors. The work will cover various areas such as selling, being creative to expand business based around our products and services. It will also include maintaining relationships with our partners whilst generating new leads, and occasional client (end user) interaction.

Responsibilities

- Responsible for sourcing, approaching and signing contracts with new partners and motivating them to refer their customers.
- Managing and re-energising existing partner relationships to generate the most amount of quality referrals possible.
- Working closely with the Client Account and Dealing teams to ensure highest conversion rates for client registrations and clients dealt.
- Recording all activity within Salesforce and monitoring performance for continuous improvement.
- Thinking laterally about lead generation opportunities for new partners – attending seminars, exhibitions and networking groups to grow partner portfolio.



Key Competencies

Employ a structured, measurable approach to new business development

Confident public speaker and immaculately presented

Commercial/Business focus to ensure the relevance of all activities and solutions

Ability to build relationships with all types of individual

High degree of self-motivation

Lateral thinking with the ability to create innovative solutions to new business generation

Self-starter working efficiently as an ambassador for the Currencies Direct brand

Strong communication skills and an excellent telephone manner

Analytical capacity and innovative problem-solving skills

Networking to build internal/external relationships

Effective and first-class Customer Relationship Management skills

Apply

If you are interested, please send your CV and Cover Letter to Naomi Feltham

Naomi Feltham
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