

Fullerton Markets Limited

Business Development Manager

Job Overview

We are an Online Forex Brokerage currently seeking to employ dynamic Business Development Managers to expand our growing professional sales team.

The Business Development Manager plays a vital role as the front-liner of the company. This position will have direct impact to the company's brand, public reputation, and client satisfaction. The main responsibility is to enhance relations between the company and its clients.

Job Responsibilities

- Develop and manage relationships with our clients and partners who are mainly Introducing Brokers
- Create business plans and strategies to continually expand customer base and manage trend ideas and practices in this brokerage industry
- Locate potential new business by contacting prospective customers; discover and explore opportunities to partner with new customers
- Introduce new business by participating in expos, trading events and seminars/webinars
- Be results focused and be able to implement activities to drive revenue and has the ability to analyse results and improve on it.
- Plan and undertake presentations in Asia Pacific and promote the Company's products and services
- Research and identify new market sales opportunities. Responsible for ensuring sales and marketing exposure to potential clients through promotional programs, events, campaigns
- Coordinating and monitoring sales action plan implementation including the analysis of market opportunities and competitors' activities.
- Keep up to date with financial markets news and knowledge.

Requirements

- Excellent communication and interpersonal skills, with the ability to identify and provide comprehensive solutions for varying customer needs
- Must be confident, self-motivated and extremely goals driven.
- Comfortable to approach potential leads via cold calling or emails.
- Strong networking capability
- Ability to work on own initiative, expand business and generate sales lead
- Sales experience within the Foreign Exchange (Forex) industry is an important consideration for this role.
- Proven track record of success in sales and business development is a must with a minimum 2 years' experience

Please indicate your availability, current and expected salary package. We will contact all shortlisted candidates.

Benefits

We offer an attractive compensation and benefits package for successful applicants which includes:

- 5-days work environment,
- Annual Leaves (12 days),
- Attractive Salary and Commission package