

Fullerton Markets Limited

Relationship Management Executive

Job Overview

We are an Online Forex Brokerage currently seeking to employ Relationship Management Executives in Asia Pacific Region to expand our growing professional team. We are looking for an enthusiastic executive to contribute in generating sales for our company. You will be responsible for closing sales deals over the phone and maintaining good customer relationships.

An effective Relationship Management Executive must be an excellent communicator and have superior people skills. They must be comfortable presenting products or services over the phone as well as dealing with complaints and doubts.

Job Responsibilities

- Contact potential or existing customers over the phone or message to inform them about company's product or service
- Initiating sales with potential customers over the phone.
- Asking questions to engage customers and keep the conversation going.
- Follow up unresolved client concerns where necessary.
- Listening to the customers' needs to generate repeat sales.
- Keep records of calls and sales and note useful information.
- Go the extra mile to meet sales quota and facilitate future sales.
- Keep up to date with financial markets news and knowledge

Requirements

- Proven experience as telesales representative or other sales/customer service role
- Proven track record of successfully meeting sales quota preferably over the phone
- Ability to learn about products and services and describe/explain them to prospects
- Good verbal and written skills in English and local languages.
- PC literature and understand Microsoft office and Excel with ease.
- Cool-tempered and able to handle rejection.
- Good communication skills are needed to handle and respond to questions and feedbacks from customers.
- Independent and disciplined while working at home.
- Preferably with at least 1-2 years of working 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 Leave (12 days),
- Attractive Commission package
- Salary Negotiable