

Title: Head of Sales

FX Central Clearing Ltd, a leading CySEC registered Forex Trading Company based in Limassol, announces its new opening for the Sales Department. We are seeking an exceptional individual to join our Management Team in the role of Head of Sales.

Main Responsibilities

- Set the strategy and direction for the department both short and long term
- Set all team member sales and retention targets and ensure those targets are met
- Take part in the recruitment for all sales and retention staff
- Carry out training and continuous development of the team
- Work closely with Heads of Departments and communicate clearly across the company
- Implement performance management and monitor performance levels
- Identify and implement new systems and procedures to enhance the efficiency of the department and support the business growth
- Involve and lead the major negotiations with Partners and enhance IBs recruiting, training, support and setup process.
- Perform periodical sales and retention meetings with the team to discuss sales and retention strategies
- Motivate and drive the sales and retention team
- Create working schedules for the department to cover the needs of the business
- Communicate clearly to the sales and retention department changes within the organisation such as new technologies, promotions and client benefits
- Implement the sales and retention commission structure ensuring transparency for all parties

Qualifications

- Fluent in verbal and written English to a business standard. Additional languages will be considered an advantage
- Excellent communication and written skills as well as attention to detail
- Proficient in Microsoft office, specifically Excel
- At least 2 year experience in the Forex industry in a sales/support or similar role
- A good understanding of financial markets
- Strong negotiation skills
- Ability to work with deadlines
- Excellent customer service skills
- Willing to work in a regulated environment and observe the guidelines set by the relevant governing body.
- A high level of professionalism and personal integrity.
- Highly motivated, with the ability to manage and deliver projects to a high level of quality, within agreed timescales
- Team-player, able to work under pressure, creativity, innovation and problem solving skills is a must



Package Offered by FXCC

- An excellent remuneration package will be offered to the successful candidate according to their qualifications and skills
- Full Health insurance;
- 21 days annual leave
- 13th salary
- Unique opportunity for career and self-development

All CV's are strictly confidential and must be sent to hr@fxcc.com

FX CENTRAL CLEARING LTD (FXCC)

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