

Title: Account Manager

FX Central Clearing Ltd, a leading CySec registered Forex Trading Company based in Limassol, announce its new opening for Sales & Support Department. We are seeking an exceptional individual to join our Sales & Support team in the role of Account Manager.

The ideal candidate for this position will have a solid background in customer service, sales fundamentals through education and work experience. An Account Manager, as a trading expert, is responsible for the customer experience. This means at its core the creation and development of ongoing business relationships with prospected traders.

We are looking for Multilanguage speaking Account Managers.

Main Responsibilities

- Drive new account sales by demonstrating the benefits of the company’s products and services.
- Introduce new client business to achieve or exceed monthly targets
- Convert leads into sales; ensure high quality interaction with potential clients
- Contact new and existing clients ensuring they receive the highest level of service
- Ensure an adequate communication system and clients satisfaction with regards to their needs and interests, providing sale representation
- Generating and retaining clients and following up on clients matters
- Client-related administration and account opening
- Assisting Compliance with the processing of Know-Your-Client documentation
- Identify business opportunities, potential clients and VIP customers and negotiate in order to create profitable account
- Ensure the success of marketing strategy objectives and goals

Qualifications

- A University or College degree (MA degree will be considered as an advantage)
- At least one year experience in Forex (Sales Department) will be considered as a huge advantage.
- Goal oriented person with ability to work under pressure
- Computer literate.
- Excellent communication skills, strong personality and self-directed.
- Fluent English both in written and oral communication skills.
- Flexibility to work shifts/longer hours as and when required
- Proficiency with Microsoft Office suite, including Word, Excel, Power Point and Outlook;

Languages

Arabic; Chinese; Danish; Dutch; English; Finnish; French; German; Greek; Hindi; Italian; Japanese; Korean; Norwegian; Polish; Portuguese; Romanian; Russian; Spanish; Swedish; Turkish

Package Offered by FXCC

- Competitive monthly salary commensurate with experience;
- Plus Excellent monthly commissions;
- Health insurance;
- Paid vacation days.
- 13th salary
- Training offered (in-house)
- Unique opportunity for career and self-development

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