

Sales Executive Job Brief

About FxGrow

What began as a small circle has developed into an international identity. Efforts combined with our philosophy "FxGrow team developed a healthy environment that helped building a network of partners from all over the globe. FxGrow spread its growth since 2008 and never stand still. We strive to build a strong team by hiring people who are better than us.

We are currently seeking to hire a sales executive who meets the below criteria and shall perform the following duties and responsibilities.

MAIN DUTIES AND RESPONSABILITIES

- Manage the entire forex sales cycle from contacting clients to securing deals and following up with prospects several times throughout the cycle to ensure needs are being met.
- Unearth new sales opportunities through networking and turn them into long-term partnerships.
- Remain in regular contact with the clients to understand and meet their needs
- Reach out to customer leads through cold calling.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.
- Achieve agreed upon sales targets and outcomes within schedule.
- Ensure high levels of customer satisfaction through excellent sales service
- Assess customers' needs and provide assistance and information on product features
- Remain knowledgeable on products offered and discuss available options
- Target driven and confident.
- Ambitious with continuous desire for personal and professional development.
- Provide educational training to potential clients with respect to forex market.

PROFILE OF THE IDEAL CANDIDATE

- Great spoken and written communication skills in English and Arabic to assist clients with general inquiries, as well as the trading account setup.
- Proven experience as an Account Executive, or similar sales/customer service role in the forex market for a minimum of 2 years.
- Bachelor's degree in business, marketing, or related field.
- Strong presentation and negotiation skills and ability to build relationships
- Good organizational and time management skills
- Knowledge of market research, sales and negotiating principles
- knowledge of MS Office; knowledge of CRM software
- The drive and energy to manage multiple accounts while looking for new opportunities.

REMUNERATION AND BENEFITS

An attractive and highly competitive remuneration package with emphasis on performance related bonus scheme, plus benefits, will be offered to the successful candidate relative to qualifications and experience

