

<b>Date:</b> January 2023	<b>Job Type:</b> Full-time, Permanent	
<b>Company Ref:</b> FXD Capital Limited	<b>Band:</b> Analyst	<b>Reports to:</b> Portfolio Manager
<b>Division / Department:</b> Sales & Dealing	<b>Location:</b> City of London	
<p><b>Company Overview:</b></p> <p>FXD Capital is a brokerage that specialises in cash deposits and money markets. The firm was founded in 2018 with a mission to improve the efficiencies of the cash holdings held at corporates and institutions by offering term deposits, notice accounts and money market funds from a diverse range of banks and asset managers. More recently, the firm launched a foreign exchange, payments, and banking offering to further support their client’s treasury needs after experiencing impressive growth in their client base and the deposits under supervision.</p>		
<b>Role Definitions</b>		
<p><b>Role Title:</b></p> <p>Analyst</p> <p><b>Role Description:</b></p> <p>FXD Capital are looking for articulate and hard-working individuals considering a career in financial markets and want to be part of an exciting fast-growing business with a high-performing culture.</p> <p>This opportunity offers a progressive career with excellent earning potential and company recognition. If you are a self-starter that’s looking for a real sense of purpose and are driven by financial success and a desire to work in a supportive and high-performance environment, then we would love to hear from you.</p> <p>To join the team, successful individuals will have a positive attitude and passion for personal development as well as great aptitude and ambition to meet the expected company standards and performance. This is a highly rewarding sales role, and the successful individuals will be part of a small team where you will be responsible for lead sourcing, engaging qualified leads and developing these leads into prospective clients for your Portfolio Manager to then develop meaningful relationships with. You will be a natural researcher with a great work ethic, willingness and want for new business development.</p> <p><b>Responsibilities of the Analyst</b></p> <ul style="list-style-type: none"> <li>• Work through an existing database of qualified leads, as well as lead sourcing your own, to engage and develop relationships with treasury and finance teams, as well as C-level decision makers of medium to large businesses across all industries in the UK</li> <li>• Proactively make effective and highly professional telephone calls/ cold-calls to introduce qualified leads to the services we provide, demonstrating value in order for them to open an account and become an onboarded client to meet your set KPI’s and Sales targets</li> <li>• Each prospective client offers the likelihood to develop a long-term relationship for your Portfolio Manager, therefore the individual will need to be a people person who’s organised with excellent communication skills and an ability to nurture and develop relationships.</li> <li>• Have an acute awareness of the competitive landscape, industry changes and stay up to date with all financial markets, particularly interest rates and foreign exchange</li> <li>• Liaising with the Portfolio Managers and Directors on other key business areas as required</li> </ul>		

**Required Experience:**

A minimum of six- twelve months in a junior broker/financial markets role or telemarketing/ telesales role with a passion for cold-calling and developing new business relationships

**Package:**

Total: £54,000 OTE

Salary: £24,000

Commission: £30,000 (transparent and uncapped commissions)

Other benefits including health insurance and gym membership contribution

**Private and Confidential – FXD Capital, 3 Lloyd’s Avenue, London, EC3N 3DS**