

<b>Date:</b> January 2023	<b>Job Type:</b> Full-time, Permanent	
<b>Company Ref:</b> FXD Capital Limited	<b>Band:</b> Portfolio Manager	<b>Reports to:</b> Directors
<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>Portfolio Manager</p> <p><b>Role Description:</b></p> <p>FXD Capital are looking for articulate and hard-working individuals with career experience 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 and dealing role, and the successful individuals will be part of a small team responsible for building and maintaining a portfolio of high value clients across all industries in the UK. You will have a great work ethic, willingness and want for business development and client relationship management.</p> <p>As part of this role, you will have support and mentorship from the Directors as well as the responsibility of two Analysts who will be researching and qualifying potential clients from a database of qualified leads for you to then develop meaningful relationships with.</p> <p><b>Responsibilities of the Portfolio Manager</b></p> <ul style="list-style-type: none"> <li>• Your Analyst(s) will provide a consistent flow of newly onboarded clients to support your efforts on building a portfolio of high value corporate and institutional clients dealing Deposits, Money Markets and Foreign Exchange (Spot &amp; Forward) to meet set KPI’s and Sales targets</li> <li>• 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>• By consulting on each client’s cash and counterparty requirements you will educate and inform them on the appropriate solutions in the market to demonstrate value and then go on to deal</li> <li>• Your primary method of engaging clients will be by telephone as this will help support the nurturing of your relationships, and the learning of their business and ever-changing requirements in order to ensure we are always solving for their problems and adding meaningful value</li> </ul>		

- Each client offers the likelihood to develop a long-term relationship, 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
- Have an understanding of these products along with experience in portfolio construction and risk management
- 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
- Liaising with the Directors on other key business areas as required

**Required Experience:**

A minimum of two years' experience in a financial markets role (sales, dealing, banking) with proven success developing and managing client relationships

**Package:**

Total: £300,000 (transparent and uncapped commissions)

Salary: £30,000

Money Markets Commission: £150,000 OTE

Foreign Exchange Commission: £150,000 OTE

Other benefits including health insurance and gym membership contribution

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