

Business Developer

Description: The Business Development Associate role is one that supports the VP's of Sales and the greater sales organization. The Business Developer's main responsibility is lead generation, which is to identify and qualify new FX leads for the sales team in the financial and corporate industries. The candidate will be required to hit monthly and quarterly new business targets and will be compensated on both new business and cumulative revenue from their self-generated and maintained client base. Rewards are competitive. The successful candidate will offer their knowledge, experience, confidence and build credibility with clients in the FX sales industry.

Reports to VP's of Sales

Essential Functions:

- Perform a high volume of outbound calls
- Source and generate leads for potential new business in the financial and corporate sectors
- Identify and qualify new business prospects for CXI's sales team members.
- Continually market those prospects who are not ready to move to CXI by making periodic calls, sending timely market updates and marketing materials
- Drive to achieve monthly targets by Identifying, accessing, and selling prospects on the value CXI can bring to their respective business
- Work closely with and provide support to Vice Presidents of Sales
- Make regular updates to the company CRM system

Qualifications:

- Knowledge of foreign exchange is preferred, however training will be given
- Must have a Degree, or Diploma in Business Administration, or equivalent combination of education and work experience
- Proficient in MS Office; Word and Excel
- Exceptional interpersonal, verbal and written communication skills
- Strong sense of professionalism
- Tenacity, resilience and a positive outlook
- Credibility, and confidence to liaise with operations and executives of financial institutions and corporations
- Proven ability to deliver results within required deadlines
- Ability to work in a metrics reporting environment
- Planning and execution
- Self-Motivated and driven to succeed
- The ability to work independently and as a team player

Competencies:

1. Communication Proficiency
2. Discretion
3. Financial Management
4. Organizational Skills
5. Performance Management
6. Technical Capacity
7. Time Management

Performance Standards

- Passion
- Teamwork
- Adaptability
- Integrity
- Continuous Improvement
- Sense of Urgency
- Accuracy
- Customer Service
- Communication Skills
- Initiative
- Job Knowledge
- Judgement
- Planning and Organization
- Problem Solving
- Profit Awareness
- Technical Skills
- Professionalism

Required Education and Experience:

- Bachelor's Degree in Business, Finance, Marketing, or related field
- 6 months to 2 years of inside and/or outside sales preferred
- High volume sales calls (60+ a day) experience preferred

Work Environment:

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms.