

Business Development Manager

About us

Hamilton Court FX is a financial boutique founded in 2011 in London and is now positioned among the fastest-growing companies in the sector. We provide services for companies as well as financial institutions that need to manage their FX exposure. We allow SMES's business to trade globally by eliminating boundaries related to traditional procedures. We have a core belief: teamwork makes the dream work.

About the role

This role is for individuals at the start of their sales career to join our fast-growing sales team. We will train you in every aspect of FX and you will be inspired, challenged and motivated to succeed - earning good money, through the ranks from BDM to Treasury Consultants, then to Senior Treasury. You will spend your time both on the telephone talking to prospective clients as well as conducting face to face meetings, initially with guidance and support from our senior sales managers. You will also be attending national exhibitions to network with businesses to advise them on FX related products.

This role is on-site in Central London with no flexibility of working remotely.

Key responsibilities

As a Business Development Manager, you will be responsible for

- Researching prospective clients to understand their business and potential requirements
- Making introductory calls to new corporate clients
- Developing a sales pipeline
- Ensuring all revenue targets are met in line with FCA regulations and that the interests of the client are at the forefront of all sales activity
- Developing internal relationships with our Dealing team
- Being aware of and taking an active interest in FX movements and the world economy
- Meeting weekly and monthly targets on call performance, quality and sales
- Attending morning training sessions and twice daily team/market briefings
- Keeping up to date with market structure changes and regulation

Essential experience & skills

We want to set you up for success and we believe these experiences and skills will help you thrive in this role:

- 6 – 12 months of relevant experience
- Self-starter attitude with a healthy dose of competitiveness
- Strong communication skills and confidence on the phone
- Goal-oriented and persistence

Apply now and join HCFX Family!

Interested in this position? Send us your resume at careers@hamiltoncourtfx.com

HCFX is a lively place to work, and we combine an interesting role with great benefits that promote the health and well-being of our staff. Our team benefits from things like an enhanced pension and medical cash plans, plus a range of flexible benefits to choose from to suit your lifestyle like Hello Fresh deliveries, private medical insurance, travel voucher or gym membership.