



Monteith Partners is looking to add competent Business Development professionals to their Corporate FX Sales team.

The Role

You will be responsible for driving new outbound business sales by targeting high-value corporate clients. You will achieve monthly revenue targets through the introduction of these profitable new business relationships to the company.

You will accurately qualify sales opportunities and effectively present key features and benefits of products and solutions to build a strong pipeline of new accounts. This will be achieved through telephone-based sales, networking events, and in person pitches to sell the benefits of Monteith Partners to senior decision-makers.

Successful candidates will need to demonstrate strong sales abilities, drive, motivation and a positive approach.

Preferred:

- Demonstrable experience in business development within Fintech/FX/Payments industry
- Evidence of achieving revenue targets and contributing to business growth

Required:

- Strong negotiation and persuasion skills
- Self-starter with a hunger to succeed and a strong will to win
- Previous success in outbound B2B sales
- Excellent verbal and written communication skills

Key Responsibilities

- Managing and conducting the full sales cycle from prospect through to onboarding
- Forging profitable ongoing relationships – we take pride in the long-term relationships we have developed with our clients
- Staying up to date on market trends and sentiment to keep prospects well informed
- Leveraging expertise in order to convert prospects to profitable clients
- Meeting and exceeding KPIs
- Actively taking an interest in learning about new products and approaches to selling

The most successful applicants will go above and beyond this list.

What's in it for you

- Competitive salary
- Realistic KPIs and a very attractive commission structure
- Full in-role support
- Unlimited annual leave
- Great location close to Vauxhall, Lambeth North and Westminster underground stations
- Free membership to The Gym
- Friday breakfast
- Preferential exchange rates for you, family and friends

Interested? Email your CV to info@monteithpartners.com