

Corporate Business Development Executive

Caxton FX is after a world class business developer to build its corporate business. The purpose of this role is to introduce new corporate business, from medium to large private and public companies with a foreign exchange and international payments requirement, to Caxton FX.

About the company

Caxton FX is a multi-award winning foreign exchange company that has become an entrepreneurial success story. From launch our ethos has been to offer great customer service and great value for money. Our growth is testament to the fact that we have delivered on that vision from day one.

Caxton FX was founded in 2002. Since then, it has grown from one man and a phone to a business that turns over circa £1 billion. Our analysts are widely quoted in the UK press on currency issues and with over 200,000 clients Caxton FX has been defined as one of the 50 businesses leading Britain.

At the heart of our success is our people. Caxton FX is a people business and our successful growth has largely been a result of the outstanding relationships we have established with our growing base of customers.

The Caxton culture is open, honest, hardworking, professional and fun. With approximately 90 staff the company is going through an important growth phase which is focused on new product launches and geographical development. We want to hire the very best people to support our ambitious growth plans. Through educational and training initiatives we support each individual throughout the development of their career with the intention of stretching each one to a high standard of excellence.

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Key Outcomes

- Build a successful stream of new business which delivers high value corporate clients who tap into Caxton FX's expertise on a regular basis.
- Build a wide and strong business pipeline by restlessly networking, connecting and communicating with senior directors in the highest levels of organisations.
- Become a strong advocate for the value that Caxton FX can add to a corporate client by demonstrating confidence and knowledge of the currency markets and elements that mitigate FX risk.

You will be smart, energetic, professional and intelligent. You will have an excellent track record in new business development and a clear drive to focus on a given result. You will be professional with strong principles and sound business acumen. You understand different business models very quickly either by having excellent reasoning ability or having learnt during an impressive business career. You will thrive in a hardworking, fast paced entrepreneurial environment.

Benefits

A competitive salary dependent on experience
20 - 25 days annual leave+

Contributory pension scheme (from 1st April 2015)

Choice of private medical insurance or health cash plan

Cycle to work scheme

Childcare vouchers

Educational bursary to support professional development

Work environment

A dynamic open plan environment in the heart of central London

Free breakfast; fruit delivered weekly and cakes on your birthday.

Regular social events - including Vodka rounders in Hyde Park, regular table tennis competitions and Christmas Party

Games room with table tennis table

+ Dependent upon previous experience and length of service