

Senior Sales Executive

Caxton FX is looking to recruit a senior sales executive to introduce new business from medium to large private and public companies with a foreign exchange and international payment requirements, to Caxton FX.

This is an excellent opportunity to join a dynamic, forward thinking FX/ fin-tech company, and make an impact at a period of international growth.

About the company

Caxton FX is a foreign exchange company that has become an entrepreneurial success story. From launch our ethos has been to offer excellent value for money and great customer service. 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 £750 million. Our analysts are widely quoted in the UK press on currency issues and with over 200,000 clients, we remain focused on delivering excellent customer service. Caxton FX has been defined as one of the 50 businesses leading Britain based on outstanding growth at a pace 73 times greater than the National Average.

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 100 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.

The role

Reporting to the Head of Corporate Sales, you will use your consultative sales skills to connect with senior directors in targeted sectors to fully understand their requirements and develop long standing relationships. Essentially, you will act as a brand ambassador, and become known as the trusted currency expert for your clients.

Key outcomes:

- A successful new business pipeline of corporate clients who frequently tap into our expertise on a regular basis
- An excellent understanding of the key elements of the business; able to talk confidently about elements of FX risk management – limit orders, forwards and options
- Act as an ambassador of Caxton FX and advocate reasons why we add value to a business
- Work with the account management team to deliver tailored solutions to clients and understands the principals behind the solutions

To this role, you will bring energy, self-motivation, and an entrepreneurial attitude to work. You will be charming and have a natural flair for building rapport and developing business over the telephone. You will have a few years of experience in a similar role, be interested in the financial services market, enjoy networking with key decision makers, and ultimately in securing new business deals.

A competitive salary dependent on experience

20 - 25 days annual leave
Dependent on length of service

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