



Junior Corporate Sales Executive (B2B FX Sales)

We are looking to recruit a Corporate Sales Executive to introduce new business from medium to large private and public companies with foreign exchange and international payment requirements, to Caxton FX.

This is an excellent opportunity to work with amazing sales people at forward thinking FX/fin-tech company, and make an impact at a period of international growth.

Reporting to the Corporate Sales Manager, you will use your proactive sales skills to connect with senior managers and 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.

On a day-to-day basis, you will:

- Research the market, and generate leads via LinkedIn and other sources
- Cold call clients (high volume of outbound calls)
- Generate sales through consultative selling
- Attend events and network in order to build a sales pipeline
- Follow up all incoming leads
- Set appointments and meet clients
- Handle all queries and maximise all business development opportunities
- Develop expertise in overseas payments and corporate travel, foreign exchange and the corporate card market.
- Record all activity and information on the company CRM system
- Cross sell products and services where required

To this role, you will bring energy, self-motivation, resilience and an entrepreneurial attitude to work. You will be charming and have a natural flair for building rapport and developing business over the telephone. Ideally, you will have at least 12 months experience in a telephone based sales role eg recruitment sales, b2b media sales or similar (although this isn't essential). You will have an interest in the financial services market, enjoy networking with key decision makers, and ultimately in securing new business deals.

Training & development is an important part of our philosophy at Caxton FX. With full support from the outset, there is scope to progress within the business within the first 12-24 months.

About the company

Caxton FX is a multi-award winning fin-tech FX company that has become an entrepreneurial success story.

Founded in 2002, Caxton FX now turns over circa £1 billion revenue with hundreds of thousands of clients. Our reputation for great value and amazing service is based on the strong work ethic and excellence culture of the business. Amongst other accolades Caxton FX has been named as one of the Top 50 businesses leading Britain.

The Caxton culture is open, honest, hardworking, professional and fun. With a growing team (currently 120), the company is going through an important and exciting growth phase which is focused on new product launches and geographical development. We want to hire the very best people from all sorts of disciplines to support our ambitious growth plans so if you are the best at what you do then we want to hear from you.

Our benefits include:

- Competitive basic (dependent on experience)
- 20 – 25* days annual leave + bank holidays
- An annual educational bursary towards studying a professional or regulatory qualification
- Contributory Pension
- BUPA Health Insurance OR a Cash Plan
- Free Breakfast

Working Hours and Environment:

- Monday to Friday 8.30am to 5.30pm with one hour for Lunch
- Open plan office
- Office in a central location in Victoria
- Regular Social events

Visit caxtonfx.com for further information on our products and services.

If you are interested, please send your CV and a short cover letter via LinkedIn.