

FX Alliance, LLC

Senior FX Sales person to Asset Managers

TOKYO

Date: NOV 2009

FXall Profile:	FXall is the leading provider of online foreign exchange trading services, offering institutional customers foreign currency trade execution, workflow management and straight through processing. By combining streamlined workflow, competitive FX prices, a complete audit trail and integration to other essential systems, FXall delivers improved control and cost savings at every stage of the deal lifecycle. FXall is an independent company with offices in New York, London, Boston, Tokyo, Singapore and Sydney
Summary:	FXall seeks a highly motivated sales professional to sell its market leading foreign exchange trading and confirmation platform towards Asset Managers in Japan. Candidates must have a proven track record selling front and back office workflow solutions, preferably to Japanese Asset Managers which have foreign exchange exposure. They must be a self- motivated with the ability and willingness to cultivate a new business sales territory through cold calling and prospect presentations.
Job Responsibilities:	<ul style="list-style-type: none">- Responsible for exceeding an annual hard dollar sales quota- Responsible for driving the volume and value add sales for existing Asset Management clients- Proactive cold calling, presentation and closing deals- Ensure client retention- Document and Resolve Client issues (issues management)- Update SalesForce software and report on sales pipeline- Responsible for proactive client communication and achieving client milestones- Cross train across the groups internally (Onboarding, Client Interaction Center)- Honor strict confidentiality with assigned tasks- Strong local network of contacts amongst asset managers and/or brokers/ dealers/ banks.
Education Background:	BA / BS degree required
Experience:	<ul style="list-style-type: none">- The successful candidate will have a minimum five years experience selling front, middle or back-office financial technology workflow solutions to Japanese Asset Managers- Working knowledge of the FX marketplace- Proven track record of exceeding new sales targets through prospecting, presenting and closing business- Excellent communication and presentation skills
Location:	Tokyo