

## **Relationship Manager – Retail Sales**

### **Position Summary**

This is an excellent opportunity join our sales team for selling online market data terminals and analytical products to retail clients. As a well established, stable and consistently successful organization, we are looking to accelerate our growth by expanding our sales team. The person will manage a team of business development executives to ensure the budgeted sales targets are achieved and exceeded. We are looking for a dynamic person to fill this position who will be directly reporting to the Head of Sales.

### **Primary Responsibilities**

- Effective management of team of business development executives
- Motivate the sales team to achieve new and renewal business targets
- To work closely with the customer support and operations teams to ensure successful and smooth delivery of quality client services around the clock
- To regularly report achievements versus budget forecasts to the Head of Sales
- Provide regular training to business executives, presentation and product training to new and existing customers
- Constantly in touch with retail customer in order to ensure they receive quality support all the time including personal meetings
- Generating new leads, managing and constantly tracking the existing lead and new leads

### **Desired Profile**

- Bachelors Degree
- 2-5 years experience in hard core selling, building and managing a team of sales / business development executives
- Has a proven track record in selling online market data terminals, analytical products, technical analysis software and trading platforms.
- Has Strong knowledge of financial markets covering equities, commodities, derivatives, foreign exchange both local and global
- Has high energy, good personality, can learn quickly and show excellent analytical skills
- Can speak good English, Hindi and other Indian languages
- Ability to arrange and conduct meetings, training and presentations
- Strong relationship building skills
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