

<b>Date:</b> January 2023	<b>Job Type:</b> Full-time, Permanent	
<b>Company Ref:</b> FXD Capital Limited	<b>Band:</b> Analyst	<b>Reports to:</b> Portfolio Manager
<b>Division / Department:</b> Front office	<b>Location:</b> St Magnus House, 3 Lower Thames Street, London, EC3R 6HD	
<p><b>Company Overview:</b></p> <p>FXD Capital is a brokerage that specialises in cash deposits and money markets. The firm was founded in 2018 with a mission to improve the efficiencies of the cash holdings held at corporates and institutions by offering term deposits, notice accounts and money market funds from a diverse range of banks and asset managers. Having experienced strong growth in their client base and deposits brokered, in 2021 the firm launched a foreign exchange, payments and banking offering to further support their client’s treasury needs.</p>		
<b>Role Definitions</b>		
<p><b>Role Title:</b></p> <p>Analyst</p> <p><b>Role Description:</b></p> <p>FXD Capital are looking for motivated, articulate, and confident individuals who are looking for a career in financial markets and want to be part of an exciting business with a high-performing culture.</p> <p>This opportunity offers a progressive career with excellent earning potential and company recognition. If you are looking for a real sense of purpose and are driven by financial success and a desire to work in a fast paced and results driven environment then we would love to hear from you.</p> <p>To join the team, successful candidates will have great aptitude and ambition in order to meet the expected company standards and performance. The successful candidate will be a natural researcher with a great work ethic, willingness and want for new business development. The role day-to-day will involve lead sourcing, making outbound calls and emails to qualified leads and following up with prospective clients on recommendations through to opening new accounts. Each proposal and new account opened offers the likelihood to develop a meaningful long-term relationship, therefore the individual will need to have excellent communication skills, and an ability to engage and build relationships from scratch.</p> <p><b>Responsibilities of the Analyst</b></p> <ul style="list-style-type: none"> <li>• Lead source to identify new opportunities with businesses across a diverse range of industries</li> <li>• Systematically work through an existing database of qualified leads to develop prospective clients</li> <li>• Make effective, highly professional outbound cold calls with key decision makers and shareholders to gain an understanding of their cash and counterparty criteria to present our recommendations to them; providing a comprehensive summary for your Portfolio</li> <li>• Manager to follow-up and close.</li> <li>• Demonstrate a keen commercial awareness for understanding and developing your skills across risk management and portfolio construction, based on understanding a clients’ criteria, risk profile and our partner banks funding requirements and client type</li> <li>• Meet set KPI’s and Sales targets</li> <li>• Liaising with the founders on other key business areas as required</li> </ul>		

- Have an acute awareness of the competitive landscape, industry changes and keeping up to date with all financial markets, particularly interest rates and foreign exchange

**Required Skills and Experience:**

- Self-motivated and hungry for success
- Excellent communication skills
- Organised
- Strong work ethic
- Extremely tenacious
- Have a positive attitude
- Ability to influence and persuade
- Eager to learn
- Have a keen interest in financial markets
- Enjoy both working on your own initiatives as well as part of a team
- Knowledge of MS Word, Excel and PowerPoint

**Experience:**

A minimum of 6 – 12 months in a junior broker/financial markets role or telemarketing/ telesales.

**Package:**

Total: £53,500 OTE Year one

Salary: £24,000

Commission: £29,500 (Uncapped and paid monthly)

Other benefits including health insurance and gym membership contribution

**Private and Confidential – FXD Capital, 3 Lloyd's Avenue, London, EC3N 3DS**