

Senior Relationship Manager, Kenya

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Company: EXANTE

Location: Nairobi

Category: other-general

About the Role

We are expanding our **Global Sales Force** and looking for an established **Senior Sales Account Manager** in multiple locations across Europe and Asia.

The ideal candidate is a highly motivated individual with ambitions for personal success, who enjoys working as a Hunter in a Sales organization, is passionate to offer truly unlimited investment opportunities for existing clients and is willing to prospect new markets and attract new clients.

The candidate must have experience in business development and selling to HNWI, Private Wealth Management, Asset Managers, Fund

Qualifications

5+ years in a sales role in Financial Services/Investment industry

A valid business contact network to build a sales pipeline in the First 90 Days (HNWI, Private Wealth Management, Asset Managers, Fund Managers, Family Offices, and other private investors)

Good knowledge of securities market: stocks, ETFs, bonds, futures and options

Proven experience in financial service sales and key account management providing solutions based on customer needs

Generally motivated for Sales (Hunting and New Business development) and highly energetic with a good sense of priorities and time management

Ability in problem-solving and negotiation

Fluent English. Additional languages will be an asset

Great communication and presentation skills

Outstanding relationship building skills

Willingness to reach and exceed targets, overachiever mentality

Capability to work and succeed in the fast pace and ever-changing environment

Personality / Mindset

Integrity & loyalty

Team player with advanced communication and collaboration skills

A hands-on, can do attitude - always looking for solutions and thinking out of the box

Overachiever mentality

Capability to work and succeed in the fast pace and ever-changing environment

We Offer*

Competitive salary & performance-based bonus programs

Corporate benefits (choose your preferred options)

Truly inspiring culture, pleasant and informal work environment

Ongoing education & training programs

Opportunity to network and connect in the Corporate Events

Global career opportunities

*Benefits/perks listed above may vary depending on the nature of your employment with the company and the country where you work

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Cross References and Citations:

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