

Sales and Account Manager – Cape Town



Job Specification

A driven, confident and motivated person with a firm understanding of the Investment industry is required to join the Sales and Account Management Team. This person will be responsible for maintaining, retaining and growing the Peresys Cape Town client base.

Key Responsibilities

You will be required to:

- Foster relationships at the correct levels within the client base
 - Buy Side – institutional investment managers and hedge funds
 - Sell Side – brokers and banks
- Keep clients informed and up-to-date with new products/initiatives Peresys is offering
- Identify new opportunities at existing clients and identify opportunities at new clients
- Initiate new ideas and initiatives into the investment industry (Investment Managers, Brokers and Exchanges)
- Produce proposals and ensure all contractual documentation is signed off by the client
- Meet sales targets
- Manage client expectations and follow-up with users as to their satisfaction
- Follow up on client requests/queries
- Maintain relationships with the various divisions internally
- Ensure implementation and hand over of solutions to clients

Skills and Experience Required

- Must have at least 5 years exposure to Financial Services (specifically Investment Management Industry)
- Must have full understanding of the investment industry and process
- Must have a working knowledge of exchanges and multiple instrument types
- Must have relevant 3 yr Degree or Diploma
- Must have the ability to instil confidence
- Must have excellent interpersonal and communications skills
- Must be driven to reach sales targets
- Must be able to self manage
- IT background is preferable

We employ people who are passionate, motivated, and talented. You must be a team player, calm under pressure and have a positive influence on those around you.

If you have Sales and Financial Markets experience and would like to work in a dynamic, entrepreneurial environment that rewards you for your above average performance, apply today!

e-mail your CV to Peresys_jobs@peresys.com