

Relationship Management Executive

Overview

Our client is an Online Forex Brokerage in Auckland which focuses on providing Wholesale Investors with online tools to create and grab opportunities to profit in a wide range of markets. Our client was recently registered on the New Zealand Financial Service Providers Register and is currently seeking to employ a dynamic Relationship Management Executive to grow their nascent business in New Zealand. The main responsibilities are to grow business and enhance relations between the company and its wholesale clients.

Job Responsibilities

- Develop business leads and manage relationships with Wholesale Clients.
- Collect onboarding documentation from clients.
- Handle and resolve client inquiries.
- Identify and escalate client issues.
- Keep up-to-date with financial markets news and knowledge.

Requirements

- Self-motivated individual who can function autonomously.
- Efficient, reliable and possesses integrity.
- Exceptional relationship management skills with the ability to establish credibility and build rapport at all levels.
- Good written and communication skills to handle and respond to queries and feedback from clients professionally.
- Strong attention to detail and sharp organisational skills.
- Preferably with 1-2 years' working experience in accounts management, business development / client servicing roles.
- Must be Eligible to work in New Zealand with a valid working Visa.
- Great if you possess a Financial Advice Provider (FAP) Licence.

If you believe you are the right person for this position, please apply by submitting your CV and cover letter to Human Resources at hr@iwsbpo.com.