

## HIRING ACCOUNT MANAGER

DNBC Global Markets Group is on the quest to diversify and internationalize into new markets. Currently, we are looking for an experienced **FX Account Manager** to join our **Business Development Team**, with office located in **Vietnam**. The ideal candidate will be able to dig deep into clients' business objectives and challenges, as well as provide personalized solutions based on their findings. You will also act as the main contact point for our clients.

### Responsibilities

- Find new customers and consult them to use the company's financial products and services
- Provide 24/5 support to any customer requests related to FX market, trading accounts...
- Maintain a good relationship with existing customers to generate further business
- Identify new business opportunities, initiate business development activities, develop and manage key client relationships among others
- Manage and execute the business development strategy
- Implement tactical plans to help meet and exceed organizational expectations
- Maintain a strong development pipeline according to the Company's strategy
- Keep up to date with the financial markets daily
- Complete required training and development objectives within the assigned time frame

### Qualifications

- Bachelor/Master degree in Finance/ Economics/ Banking/ Business Administration or related field
- Preferred candidates are the ones who have sales experiences in Forex, Stocks, Finance, Real estate...with proficiency in fundamental and technical analysis.
- Being able to close deals is a big plus.
- Business fluency in the English language, Chinese will be an advantage.
- Strong negotiation and networking skills
- Ability to work on own initiative, expand and generate business
- Ability to work under pressure

### Benefits

- Competitive remuneration package based on the candidate's experience and skills
- Based salary (very attractive) + Bonus based on performances
- 13th-month salary
- Tet bonus based on ability & contribution
- Bonus 10% of salary on holidays on April 30, September 2, January 1
- Labor law allowances (Children's New Year, Mid-Autumn Festival, Wedding, Maternity)
- Monthly birthday party for employees
- Annual company trip for all employees
- Health insurance, social insurance
- Young, friendly, creative working environment.