

39 Dawson Street
Dublin 2

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Reference: AccountExec/2014

Trade Monitoring, Optimisation and Quantitative Analysis

Job Description

Position type

Full time, 7:30am until 5:00pm.

Job Purpose

Monitoring existing client flow and optimising revenues through client interaction.

Duties

Monitoring of client flows through trading volumes, volume momentum and current volume versus historical averages.

Monitoring of client usage of Itarle services by tracking web-service hits, and IP logging.

Keep management informed by submitting activity and results reports, weekly work plans, and monthly and annual territory analysis.

Work pro-actively to increase volume from existing accounts.

Research new contacts within existing clients to encourage distribution across different teams and product lines (i.e. futures to equities, equities to futures, commodity futures to financial futures).

Work as part of a team to ensure the highest level of service for existing clients, and a successful sales and onboarding effort for new clients.

Experience Requirements

Financial services experience preferred though not essential as training will be given on the job.

At least one years experience in a banking / broking role.

Language skills sought with fluency in one of the following languages highly desirable; Portuguese, Russian, Cantonese, Mandarin, Spanish, Korean, Japanese or Polish.

Personal Qualities

Professional, highly motivated, driven and focused personality.

Reliable and consistent with an ability to quickly establish and build relationships with customers.

Team player, flexible approach.

