

## Financial Service Representative with Chinese

FXCM is a leading provider of online foreign exchange (forex) trading, CFD trading, spread betting and related services. Our mission is to provide global traders with access to the world's largest and most liquid market by offering innovative trading tools, hiring excellent trading educators, meeting strict financial standards and striving for the best online trading experience in the market.

We are seeking career minded, experienced and motivated individuals for full-time position in the Sales department in our Sofia based office, which operates as a back office since 2012 and currently employees over 90 people in the following departments: General and Institutional Operations, Compliance, Accounting and Product Development.

### Key Responsibilities & Duties:

- Assist in driving the sales for FXCM's Retail and Institutional products and services
- Build and maintain relationships with clients
- Develop new opportunities within existing client base
- Utilize an intelligent soft sales approach to communicate the benefits of FXCM, our trading platform, and the FX market to prospective clients
- Discuss financial markets and major factors that move them
- Provide support for self-trading FX clients from all over the world

### Critical Knowledge, Skills & Experience:

- Must have strong writing skills and can speak persuasively and clearly in Chinese
- Able to think quickly and problem-solve in real-time
- Able to demonstrate a strong interest and passion for financial markets, international affairs and geopolitical events
- Sales or customer service experience is a plus

Start Date: ASAP

Hours: Full time, 40 hours per week, Monday – Friday, 8am-5pm

Prior to submitting your resume, the firm requests that you review the firm's website thoroughly: [www.fxcm.com](http://www.fxcm.com).

If you are interested in this position, please send us your CV in English to [hr-bulgaria@fxcm.com](mailto:hr-bulgaria@fxcm.com).

**All applications will be treated in strict confidentiality. Only short-listed candidates will be contacted for an interview.**