

United Arab Emirates Jobs Expertini®

Business Developer

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Company: Ebury

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Ebury is a hyper-growth FinTech firm, named in as one of the top FinTechs to work for by Glassdoor and AltFi. We offer a range of products including FX risk management, trade finance, currency accounts, international payments and API integration.

Begin your career within Ebury, one of the fastest growing Fintech companies in the world.

Join as a **Business Developer** where you will gain extensive knowledge from industry-leading professionals. Throughout your career you will be supported by our world-class Ebury training academy, where you will learn about macro and microeconomics, the psychology of sales, and a range of financial products, incorporating this knowledge into your selling technique.

Even through our tremendous growth, we maintain a vibrant and enjoyable company culture, and those who excel in our highly meritocratic and fast-paced environment will be generously rewarded.

What we offer

Competitive basic salary

Thanks to our induction and full training program you will get introduced to our products, teams and culture, feeling a member of our community from the day you join.

Continuous learning: our Sales training bootcamps will help you to become more proactive, gain confidence and boost your sales by putting your learning into practice.

Career Path: At Ebury, we are a meritocracy - your success and efforts will be rewarded.

Enjoy our Team Building activities and get to know your fellow Eburians.

Develop your professional career in FinTech Sales as a **Business Developer** in an

international environment and become an expert in Financial Markets.

Your Career Path

Your performance as a **Business Developer** will be measured in terms of new business generation, activity and quality performance targets. The revenue generated from the accounts you bring on for the company will gauge your performance.

Over time Business Developers can move into more senior sales positions, from industry sector specialist to Head of Desk, or progress into a dealing or account management role. The speed of progression is dependent on performance and capability, Ebury is a genuine meritocracy.

The Role

As a **Business Developer** you will create, manage and develop new business client opportunities, from cold-calling to close of business, working alongside an experienced team. Specifically, you will:

Generate Leads

Develop a database of leads/prospective clients through cold-calling segmented by industry sector and by foreign exchange turnover, as well as trade finance perspective. Take advantage of Ebury's cutting edge, data-driven lead sourcing technology "Sonar". Attend exhibitions or networking events where potential new business opportunities could be pursued.

Create the Ebury Value Proposition

Research the client and sector to identify possible client needs and solutions Ebury can offer. Present Ebury services to prospects and create solutions for their foreign exchange, hedging, payment and/or trade finance requirements. Where appropriate set up meetings for you and a senior colleague to visit the client and close business. Increase your market knowledge and develop relationships with clients by keeping them up to date on currency

Win business and create opportunities

Manage the relationship with our account management team to speed up the conversion from sign-up to first trade.

About You

You may be a graduate with an interest in Financial Services or you may have 1-2 years of experience within a B2B Sales environment. Either way, you will be committed to developing a successful career within FinTech sales and have a strong, self-motivated work ethic. You will be someone who seizes opportunities to learn and progress and who wants to

join us on the next exciting phase of our growth.

Qualifications and Skills

Educated to Degree level or equivalent

Working proficiency in English

Arabic/Hindi/Urdu language skills preferred

Connection or Affinity to UAE/Middle East is advantageous

Demonstrable commercial experience or an interest in and/or a basic knowledge of finance/economics

Excellent verbal and written communication skills, including facilitation of group presentations

Proficiency in Microsoft Office applications, including Outlook, Word, Excel, PowerPoint and Access and industry-specific analysis software

Research skills

Commercial acumen and drive for results

Basic understanding of the FinTech industry, with the interest and ability to become a subject matter expert.

Motivated to work in a target-driven environment.

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