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Client Relationship Manager Jobs In Abu Dhabi | eToro

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Company: eToro

Location: abu dhabi

Category: other-general

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eToro's mission is to revolutionize the way people access the financial markets and make their trading experience more social, simple, enjoyable and transparent. By harnessing the wisdom of the crowd, every member of eToro's social trading network benefits from accelerated information exchange, knowledge sharing and the ability to quickly identify the best investment opportunities. With a wide range of award-winning mobile and web-based social trading tools, eToro appeals to every level of trading expertise, and provides an investment experience like no other before.

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Responsibilities

Utilizing your existing network to introduce new customers to eToro

Actively increase our client base by providing support, information, guidance, and market information to customers

Research new business opportunities, partnerships, actively participate in developing and implementing growth strategies and plans to expand our reach

Identifying and mapping business strengths and customer needs

Customer focused and willing to engage with customers to learn what they are looking for and understand the level of service and quality expected

Build and manage relationships with local and international teams (client facing, marketing,

middle and back office) to ensure success of projects and strategies

Continually take opportunities to increase client satisfaction and strengthen relationships

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Requirement

To share financial markets and/or products information/commentary to clients

To share marketing promotions to clients

To guide clients on the usage of the Company's trading systems

To interact with clients to increase client's satisfaction and strengthen relationships

To assist clients with their questions on their accounts

To assist Compliance with the processing of client's due diligence and transaction monitoring to comply with the respective jurisdictions requirements and ethical standards of the Company

To work with internal teams (e.g. Compliance, AML, back office) to facilitate respective process flows / business projects towards success

To represent the company at events with prospects and clients

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