

BUSINESS DEVELOPER (M/W/D) - ENTRY LEVEL FX SALES- DUSSELDORF



Ebury is a Global FinTech: we apply new technologies to enhance and automate financial services and processes. This allows small and medium-sized businesses to trade and transact internationally by eliminating boundaries related to more traditional procedures.

Founded in 2009, we are now positioned among the fastest-growing companies in the sector! Headquartered in London, we have more than 1000 staff covering over 50 nationalities (and counting!) working across more than 27 offices worldwide and serving more than 45,000 clients every day.

Hard work pays off: Ebury has just received a **£350 million investment** from Banco Santander and has won over 20 internationally recognised awards such as the Growing Business of the Year 2019: Larger Company (Turnover £50m+) and Financial Times: 1000 Europe's Fastest-Growing Companies (which we have been awarded twice: 2017 and 2019!).

None of this would have been possible without what we're most proud of: our great community. Enthusiastic, disruptive and collaborative teams, always ready to innovate and revolutionize the fast-paced Fintech dimension. Responsible for spreading the word, creating new business opportunities and contact networks, our Sales team is the key driver of our growth. If you have excellent communication and relationship-building skills, this is your place. Develop your professional career in Sales in an international environment and become an expert in Financial Markets. Show the world what Ebury is made of.

TASKS

You will develop new customer relationships and business opportunities, from cold calling to closing deals. You will work with a motivated and experienced team. In detail you will:

- Gain new clients and drive new business opportunities
- Build and maintain strong, long-term relationships with your clients
- Make outbound calls to generate sales leads
- Identify areas of opportunity in the target market
- Support customers in successful trading
- Develop your personal skills and your network

DESIRED COMPETENCIES

- University degree, ideally with a focus on economics/finance, or first relevant professional experience in direct sales
- Fluent knowledge of German and a good knowledge of the English language
- High motivation, success orientation and business acumen
- Good research skills and good communication skills
- Confident sales approach
- Good negotiation skills
- You have the ability to "think outside the box" to make suggestions that help our Sales engine

WHAT WE OFFER

- Thanks to our induction and full training program you will get introduced to our products, teams and culture. Feel a member of our community since day one
- Continuous learning: Our sales trainings 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 very much down to your drive and ambition: your success and efforts will be rewarded
- Hard work gets rewarded with performance-based commissions. To us, meritocracy is very important. Your talent, effort and achievements will be rewarded. You will also get 30 days of holidays on top of that.
- Enjoy our Team Building activities and get to know the rest of Eburians
- Small refreshment: Coffee, tea and fresh fruit provided daily
- Excellent work environment

Ready to join the revolution?

Applications are welcome via [email](#) to [Olga Ribakova \(HR/Recruitment Manager\)](#) or via [Ebury careers website](#)