



Smart Trade Technologies, a software company providing Multi Asset End-to-End Trading Solutions to financial institutions. Our clients are mainly investment banks, stock exchanges, brokers, asset managers, and hedge funds.

We are a global company with over 160 people located in Tokyo, New York, London, Singapore, Aix-en-Provence and Tunis. You will contribute to the ambitious development of the company.

We are looking for a talented and motivated Inside Sales to join our Inside Sales team in London (UK).

Position summary:

smartTrade Technologies is seeking a talented, enthusiastic and motivated professional to join our highly skilled sales team as an Inside Sales team member. Reporting to the Global Head of Sales who is based in London, and interacting with the global Sales team, pre-sales, professional services, product management and other team members around the globe, this is an exciting opportunity for someone looking to enhance their career within a market leading organization.

Roles and Responsibilities:

- Primary focus is on the identification and qualification of new sales opportunities by cold calling
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Research accounts, identify key players and generate business
- Maintain and expand your database of prospects
- Work closely with the Global Head of Sales on Sales Operations and Reporting
- Assist in coordination and attendance of trade shows, conferences and other industry events

Position Requirements:

- Bachelor's degree or higher
- Strong phone, interpersonal and communication skills
- Excellent organizational and time management skills
- Outstanding work ethic
- Analytical and problem-solving abilities with attention to detail
- Good verbal and written communication skills - particularly in a client/support role where trust and professionalism are key
- Responsible for taking ownership of customer issues, focusing on providing them with the most advantageous solutions
- Proactive attitude - anticipating requirements and pro-actively seeking ways to add value for customers
- Passionate about delivering high quality service to customers, with focus on continuous improvement
- Fluent in English; other languages would be an advantage

Benefits:

- Private Health Insurance
- Pension Contribution
- Base salary depending on your profile

www.smart-trade.net

Contact us: recruitment@smart-trade.net