

## itarle (UK) Limited - Associate Sales Executive Job Description

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**Our Reference:** ITA/EUSales/2017

**Date:** January 10, 2017

**Place:** itarle (UK) Ltd, London

**Salary:** Competitive

**Location:** Broadgate Tower, London

**Position type:** Full time, 7:30am until 5:00pm.

### Job Purpose

itarle AG is a market leader in providing algorithmic trading services to global banks and brokers. It has recently set up a new UK subsidiary, itarle (UK) Ltd to service and facilitate the increasing demand for its services in the UK and European area.

itarle (UK) Ltd is seeking a **Associate Sales Executive** who will be responsible for **pre-sales**, including researching potential new customers, and the **sales** process of building the itarle sales pipeline and using their knowledge of the itarle product suite to sell products which meet customer needs. The Associate Sales Executive will also work to manage and maintain itarle's existing customer list, including up-selling itarle products.

### Duties

- Analysing of client flows through trading volumes looking at momentum and current volumes versus historical averages.
- Research new customers via telesales, target marketing using itarle brochures and use of existing sales pipeline.
- Use of itarle's CRM programme sales tools. Maintain and update the database with leads and potential leads.
- Keep management informed by submitting activity and results reports, daily call reports, weekly work plans, and monthly and annual territory analysis.
- Monitor competition by gathering current marketplace information, comparing pricing, monitoring and analysing new products.
- Attend pitch presentations to potential new clients.

- Ensure Sales presentations and documentation are up to date.
- Monitor current account trading activity and work proactively to increase volume from existing accounts.
- Research new contacts within existing clients to encourage distribution across different teams and product lines (i.e. futures to equities, equities to futures, commodity futures to financial futures).
- Work proactively to increase volume from existing accounts.
- Work as part of a team to ensure the highest level of service for existing clients, and a successful sales and onboarding effort for new clients.

### **Experience Requirements**

- Experience in either fintech, technology or exchange sales.
- Demonstrable evidence of working to and exceeding KPIs.
- Fluency in a foreign language is highly desirable.