

Argentina Jobs Expertini®

Senior Relationship Manager, Argentina

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Company: EXANTE

Location: Buenos Aires

Category: arts-design-entertainment-sports-and-media

About the Role

We are expanding our **Global Sales Force** and looking for an established **Senior Relationship Manager** in multiple locations.

The ideal candidate is a highly motivated individual with ambitions for personal success, who enjoys working as a Hunter in a Sales organization, is passionate to offer truly unlimited investment opportunities for existing clients and is willing to prospect new markets and attract new clients.

The candidate must have experience in business development and selling to HNWI, Private Wealth Management, Asset Managers, Fund Managers, Family Offices, and other private investors.

Reporting Line - Regional Head of Sales

Worksite: Remote/ Hybrid/ On-site

Responsibilities

Materialize existing contacts/ clients into new business leading to the Company's AUM growth

Develop new leads and build sales pipeline

Work closely with the Regional Manager to craft and execute a potent sales strategy tailored to market segments and opportunities

Meet monthly, quarterly and annual sales targets set together with management

Monitor general developments of competition

Develop trust relationships with a portfolio of clients to ensure they do not turn to competition

Acquire a thorough understanding of key customer needs and requirements

Ensure the correct products and services are delivered to customers in a timely manner

Serve as the link of communication between key customers and internal teams

Prepare regular reports of progress and forecasts to internal and external stakeholders

Qualifications

- **10+** years in a Sales role in Financial Services/Investment industry

- A valid business contact network to build a sales pipeline (HNWI, Private Wealth Management, Asset Managers, Fund Managers, Family Offices, and other private investors)

- **Excellent** knowledge of securities market: stocks, ETFs, bonds, futures and options

- Proven experience in financial service sales and key account management providing solutions based on customer needs

- *Motivated for Sales (Hunting and New Business development) and highly energetic with a good sense of priorities and time management

- Ability in problem-solving and negotiation

- Fluent English. Additional languages will be an asset

- Great communication and presentation skills

- Outstanding relationship building skills

- Willingness to reach and exceed targets, overachiever mentality

- Capability to work and succeed in the fast pace and ever-changing environment

Personality / Mindset

Integrity & loyalty

Team player with advanced communication and collaboration skills

A hands-on, "can do" attitude - always looking for solutions and thinking "out of the box"

Overachiever mentality

Capability to work and succeed in the fast pace and ever-changing environment

We Offer*

Competitive salary & performance-based bonus programs

Corporate benefits (choose your preferred options)

Opportunity to network and connect in the Corporate Events

Global career opportunities

Truly inspiring culture, pleasant and informal work environment

Ongoing education & training programs

*Benefits/perks listed above may vary depending on the nature of your employment with the company and the country where you work

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