

JOB DESCRIPTION

ActivTrades is a globally renowned company with a strong international presence, and offices in key locations such as London, Luxembourg, Portugal, Sofia, Brazil, and the Bahamas. Our commitment to excellence has been recognized through the receipt of over 55 prestigious awards.

As an industry leader, ActivTrades offers a cutting-edge trading platform and a seamlessly integrated mobile app. These tools empower our clients with unparalleled access to a diverse range of financial instruments, including Forex, CFDs, and ETFs. Join our dynamic team and be part of an organization that thrives on innovation and values professional growth. Elevate your career with ActivTrades, where success knows no boundaries.

Job Title:	(Junior) Sales Representative
Reports to:	Desk Manager
Location:	Sofia, Bulgaria
Job Purpose:	Develop the German market by mainly converting interested prospects through sales activities and help them through the account opening process.

Roles & Responsibilities

<p>Primary responsibility</p>	<ul style="list-style-type: none"> ▪ Client Base Expansion: Actively contribute to the growth of ActivTrades' client base by engaging in sales activities. This includes reaching out to promising leads, guiding them through the account opening process, and fostering a positive onboarding experience. ▪ Client Queries Management: Address general client inquiries promptly and effectively through various channels, such as chat, telephone, email, and Salesforce. Provide comprehensive and insightful responses to ensure client satisfaction. ▪ Relationship Building: Establish and nurture relationships with potential clients and business partners. Maintain excellent client relationships by understanding their needs and providing exceptional support. ▪ Sales & Support Planning: Collaborate in the planning and execution of Sales & Support strategies. Contribute valuable insights to enhance these plans, ensuring alignment with organizational objectives. ▪ International Event Participation: Represent ActivTrades at international events to promote brand awareness and engage with potential clients. Contribute to creating a strong presence and networking opportunities. ▪ Skill Development: Actively develop skills in marketing, social media, and event organization. Collaborate with relevant departments to contribute to overall organizational success.
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Qualifications	<ul style="list-style-type: none"> ▪ Educational Background: Undergraduate degree in Economics/Finance or equivalent experience in the financial industry, either through self-trading or on-the-job experience
Essential skills	<ul style="list-style-type: none"> • Language Proficiency: Fluent German speaker with excellent written skills. • Customer Service Excellence: Demonstrated excellent customer service skills to ensure client satisfaction. • Communication Skills: Strong verbal and written communication skills • Adaptability: Willingness to continually develop additional skills to meet evolving demands.
Desirable skills	<ul style="list-style-type: none"> • Multilingual Capability: Proficiency in an additional European language. • CRM System Knowledge: Familiarity with CRM systems, such as Salesforce. • Financial Market Understanding: Knowledge of FX and CFD markets, as well as derivative products.

If you're passionate about sales and customer support and fluent in German, we'd love to hear from you. Join us at ActivTrades, where your skills and creativity can thrive.

Please send your CV to careers@activtrades.com