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**HotForex** is an **award winning** forex and commodities broker providing trading services and facilities to both retail and institutional clients. Operating under the brand name "HotForex", HF Markets Europe Ltd. is **authorised and regulated** by the Cyprus Securities and Exchange Commission (CySEC) and the Company holds a Cyprus Investment Firm license with number 183/12 and may freely provide cross-border services in other Member States and Countries.

Position: **Sales Agent – Spanish Speaker** Department: **Sales**

Reports To: **Head of Sales**

### **RESPONSIBILITIES & DUTIES**

- Open new accounts and build a new clientele base
- Maximises all sales opportunities to ensure highest deposit obtainable
- To know all the features and benefits of all products, services, promotions, bonuses, and trading systems offered to better sell to the client
- Gains understanding of client needs before presenting relevant products/services
- Attain full understanding of the company internal operating systems
- To achieve all sales targets on a consistent basis outlined by the Head of Sales
- Following up on leads for prospective clients
- Fully understands and implements all Anti Money Laundering and Know Your Customer procedures
- To ensure that all up-selling and cross-selling opportunities are capitalised upon
- Provide direction and guidance to clients for using the Company's trading system
- Inputs detailed and accurate data and information in all internal systems
- To develop a sound understanding of trading market conditions on a daily basis
- Be proactive in self development regarding sales techniques and industry knowledge

### **REQUIREMENTS**

- University/College Degree
- Fluency in Spanish and English
- I.T. Proficient
- Experience in relevant field will be consider an advantage
- Excellent communication and organisational skills
- Full training will be given

### **BENEFITS**

A very competitive remuneration and benefits package is offered to all successful candidates including 13<sup>th</sup> salary and medical insurance, in addition to the opportunity to work within an exciting and engaging work environment where you will be given the tools and guidance to reach your full potential.

Applications must be made through our careers webpage: [www.hfeu.com/careers](http://www.hfeu.com/careers)  
All applications will be treated as confidential.