

## Graduate Sales and Client Support – Urdu

(Direct applications only, no recruiters)

Suitable for a recent graduate, with a maximum of 2 years' experience

Location: London

Salary: TBC + Bonus for exceeding sales targets

### About Abshire-Smith

Abshire-Smith is authorised and regulated by the Financial Conduct Authority as a matched-principle FX, CFD and Equities broker, located in London. We provide our clients with access to the financial markets via 3 leading trading platforms (MetaTrader 4, Straticator and VertexFX 10).

### Experience

- Graduated from University (Preferably 2:1 or higher in Business/Economics/Maths/IT or languages)
- Fluent in Urdu is Essential for this role

### Skills and Requirements

- Genuine interest in the financial markets
- MetaTrader 4 experience (Preferred but not essential)
- Microsoft Office including Excel at an intermediate level
- Genuine interest in the financial market, current affairs and FX/CFD trading
- Currently CF30 registered (preferred, but not essential)
- Open a demo trading account on one of our trading platforms, which you will be asked about in the interview
- Legally allowed to reside and work in the UK (EEA) without sponsorship

### Over of the Role

The primary aim is to manage the full sales cycle and being self-sufficient in your work load of warm-leads, converting these into live funded trading accounts. This will also involve the launching a 5 page Urdu website for Abshire-Smith (currently it is available in English and Arabic)

Be able to understand, use and demonstrate the 3 trading platforms that Abshire-Smith offer. This will enable you to answer questions, when converting demo accounts to live funded trading accounts, but also support our live client base.

Grow the number and trade volume from VertexFX 10 brokers hedging their business or STP client flow (FIX/API or a platform bridge).

Administrative support and ad hoc duties to assist the running of the office, where required.

### Tasks

- Manage the CRM to build your own sales cycle
- 20 - 25 phone cold/warm calls a day to:
  1. Demo account clients attempting to convert to on boarded funded accounts
  2. Clients who have incomplete applications, to complete the KYC process
  3. Live clients who haven't funded their trading accounts
  4. Funded trading accounts that have been inactive for 3 months
- Use the website LiveChat to assist and engage with website visitors, answering general queries, assisting with completing the online application
- Answer support emails or escalate
  
- Two blog posts for the Abshire-Smith website per week on the financial markets
- Engage and update followers using social media

### What Abshire-Smith will provide:

Abshire-Smith is a growing regulated broker based in London, we are able provide a flexible environment, where your input will be essential from day 1. We are committed to helping you develop within your role and will facilitate:

- CISI FCA Regulations Exam completed within 3 months
- CISI FCA Securities or Derivatives Exam completed within 12 months
- In-house Compliance training to understand AML/KYC procedures

Please email your CV and a cover letter to [careers@abshire-smith.com](mailto:careers@abshire-smith.com) subject: Graduate Sales and Client Support. Abshire-Smith is unable to sponsor applicants to work in the UK, and the requirement is for fluency, both at a spoken and written in a second language, at a commercial level.

**Abshire-Smith, we promote diversity and equality of opportunity and welcome applications from all candidates, regardless of sex, race, disability, sexual orientation, age, and religious belief**