



COLLINS SARRI STATHAM
INVESTMENTS

Account Executive / Trainee Stockbroker

Permanent / Full Time

Package: £15,000 with a step increase to salary of £1,000 per exam passed up to a maximum of £20,000 + bonuses. Also included are all of the candidates first exams.

The Role: An exciting opportunity to become part a growing advisory stockbroker located in the heart of the City of London.

An **Account Executive** will be responsible for generating new clients and helping them through the account opening process.

Ideal candidates will have account executive experience and must be ambitious, energetic, focused and confident and be prepared to work long hours.

This role means you will be working in a professional, compliant environment where you will be provided with the opportunity to develop a long term career within the financial sector. Successful **Account Executives** have the opportunity to become **Authorised Advisory Stockbrokers**.

Job Specification:

- Telephone marketing our services to leads and prospects
- Keeping in regular contact with existing prospects
- Sourcing new prospects via networking
- Assisting prospective clients through the account opening process
- Demonstrating outstanding customer service
- Assisting in constructing our company daily newsletter
- 2-3 Year training programme

Person Specification:

- Previous experience in a sales role, preferably in financial services
- The ability to build and maintain strong business relationships
- Excellent communication skills and telephone manner
- Computer literate
- Punctual and professional
- Positive and committed attitude
- Good organisation and time management skills
- Committed to personal development within the profession by showing a willingness to take further exams and develop stockmarket understanding

Qualifications:

Although formal qualifications are not required for this role, you will be expected to study and take various financial exams to acquire FCA registration during your time at the company.