



PR/094357 | ETF Sales Associate

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1504837

### Industry

Bank, Trust Bank

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

November 19th, 2024 11:12

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### COMPANY OVERVIEW

Our client is an International asset manager with ~ \$250bn AUM specializing in ETFs.

### JOB RESPONSIBILITIES

Working with external wholesaling partner, you will be responsible for ETF distribution to Mandarin and English speaking clients in locations throughout Asia (predominantly Singapore, Hong Kong and Taiwan).

Day-to-day responsibilities will include:

- Identifying and contacting prospective clients via phone call, email, and social with the aim of developing relationships and booking meetings for your external partner. You will be expected to make a minimum number of outbound sales calls per

day.

- Relationship management - Maintaining existing client relationships, making follow-up calls.
- Managing the CRM system, ensuring calls and meetings are tracked correctly and client data is kept up to date.
- Dealing with inbound client requests for information, portfolio analysis, fund comparisons etc.

Working with professional investors (institutions, wealth managers, family offices, IFA's etc.) for fund distribution

#### **JOB REQUIREMENTS**

- An undergraduate degree (or highly relevant professional experience)
- Knowledge of financial markets
- The desire to learn new concepts and deepen your existing financial knowledge
- Demonstrable experience in selling successfully

Apply online or feel free to contact me directly at [malcolm.pang@jac-recruitment.com](mailto:malcolm.pang@jac-recruitment.com) for more information about this opportunity.

We regret to inform that only shortlisted candidates will be notified.

Appreciate your understanding. Candidates require visa need not to apply.

EA: JAC Recruitment Pte. Ltd.

EA Licence: 90C3026

EA Personnel: R1546253

EA Personnel Name: Pang Yew Ming Malcolm

#LI-JACSG

#countrysingapore

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Company Description