



Sales – new Business Executive

Based in the City of London

Salary £30,000 to £35,000pa, depending on experience
Plus £7.5% company pension contribution
And after one year, we pay for your season ticket
(Worth between £1,350pa and £3,663pa)
Discretionary Bonus Scheme

Do you enjoy selling and finding new business opportunities? We are looking for a new-business focused sales professional to join our organisation, where you will be focusing on identifying and pursuing business opportunities. The CISI is the leading professional body for securities, investment, wealth and financial planning professionals, and you will be joining our Business Development team.

You will be:

- Focusing on identifying, generating and closing new business
- Sourcing and managing prospective corporate leads
- Engaging and understanding our future customers to deliver new business targets
- Promoting CISI products and services to our customers in multiple sectors including but not exclusively wealth management, financial planning, investment operations, capital markets, compliance and risk management
- Working as part of our team of Relationship Managers

You will need to:

- Be passionate about our brand and the products we provide
- Have previous sales experience or a proven track record of working successfully with external clients
- Enjoy working to targets and delivering high impact presentations
- Be a confident and effective communicator with the personal and professional skills and stature to engage with a wide range of people
- Be familiar with using CRM systems
- Experience of working within the Financial Services industry, is advantageous

Due to the nature of this role, you may be required to occasionally travel within the UK and stay overnight.

We offer a competitive remuneration package, which includes:

- 7½% company pension contribution into a personal pension, in addition to your own contribution of 1½% via salary exchange
- Life insurance and income protection insurance
- A sports club subsidy
- 26 days leave per annum (which includes three days at Christmas)
- After one year's service, private medical insurance cover, annual travel insurance cover and a paid annual travel ticket, which is worth between £1,350pa and £3,663pa depending on where you live and the cost of your annual ticket

Please send your CV to Karen Dalton, Assistant Director, HR at Recruitment@cisi.org

For more information on the CISI, please see our website at www.cisi.org

The Chartered Institute for Securities & Investment is the leading professional body for securities, investment, wealth and financial planning professionals. Formed in 1992 by London Stock Exchange practitioners, we have a global community, which aims to promote high standards of competence and integrity to more than 40,000 members in 116 countries. We are also the main examining body for the industry, offering our internationally recognised exams globally.