

## Business Development Manager

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Company: Arjun Global

Location: india

Category: other-general

Location: Dubai\*JOB WILL REQUIRE RELOCATION TO DUBAI\*\*PLEASE ONLY APPLY IF YOU HAVE SENIOR LEVEL EXPERIENCE IN SALES/BUSINESS DEVELOPMENT WITHIN INDIAN FINANCIAL MARKETS\*Job Description:We are seeking a dynamic and motivated Institutional Sales Manager to join our team. The successful candidate will be responsible for developing and executing customer relations and business development strategies for proprietary and financial customers on an international scale. The primary focus will be on maximizing traded volume and revenues by onboarding new international trading participants, with a particular emphasis on India and the development of GIFT city.Key Responsibilities:Own and drive the financial customer segment in line with our company's strategy.Develop and manage engagement plans with proprietary and financial clients, focusing on bringing new business to the company and collaborating with stakeholders such as clearing firms and technology vendors.Expand the customer base in India and GIFT city.Cultivate relationships with existing financial customers and Market Makers to increase volumes and revenues.Identify partnership opportunities across FCMs, ISVs, and other exchanges to enhance brand visibility and drive new client engagement and revenue.Maintain effective communication with senior management to address any issues involving existing or potential clients.Serve as a liaison between our company and other entities to facilitate information flow and cross-selling opportunities.Develop and oversee market maker programs, including sourcing new providers and managing relationships with existing liquidity providers.Monitor and evaluate liquidity programs' performance and enforce market making procedures and targets.Provide input and support on marketing

materials to promote the business and educate potential customers. Represent the company at external events to foster client relationships and leverage networking opportunities. Proactively assess and address client satisfaction levels to optimize customer experience. Qualifications: Entrepreneurial mindset with a proactive approach to identifying opportunities and collaborating with global team members. Minimum five years of experience in Exchange Derivatives Sales, Clearing Client relationship management, Trading ISV background, or similar roles interacting with the international proprietary trading community. Established relationships in the institutional trading space, particularly in props, market makers, funds, FCMs, and trading solutions, with a focus on India. Strong interpersonal skills and strategic mindset with the ability to deliver effective sales presentations. Familiarity with competitive landscape regarding Market Making programs and incentive schemes. Understanding of derivatives trading strategies and products, preferably with knowledge of the oil markets. Experience in proprietary and speculative trading, with a focus on Exchange-traded derivatives and revenue generation. Proficiency in Exchange Connectivity, Market Data Solutions, and CRM systems like Salesforce. Ability to confidently engage in client-facing interactions, including events, conferences, and presentations. Proficiency in MS Office Suite. Education: Bachelor's degree in Business, Finance, or related field preferred; equivalent relevant experience accepted. If you meet these qualifications and are ready to join a dynamic team, we encourage you to apply.

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