



TradingHub

BUSINESS DEVELOPMENT EXECUTIVE

The Company:

TradingHub is a fast-growing London-based FinTech founded in 2010.

The Hong Kong office of TradingHub began operations in September 2018 to support the business and clients in the Asia Pacific region, and we are currently recruiting a Business Development Executive to join the team.

We serve global financial services clients, including investment banks, traditional asset managers, hedge funds, and regulatory institutions.

Our data analytics tools help to solve a range of issues for clients, including: market abuse surveillance, best execution monitoring, rogue trading detection, and trader performance profiling.

The Job:

You will play a fundamental role in growing TradingHub's business in Hong Kong and the Asia Pacific region by acquiring new clients and increasing revenues.

- Research the client base and associated ecosystem to identify key players.
- Develop and maintain relationships with a constantly expanding network of prospects.
- Source new sales opportunities via inbound leads and outbound calls and emails.
- Arranging and holding regular visits to pitch to prospects.
- Build a solid understanding of the TradingHub tools to proficiently perform online demos and articulate complex concepts.
- Work with global colleagues to build a pipeline, to further develop opportunities, and to close deals.

From time to time, you may be asked to assist with existing clients, in which case your duties will include:

- Add to the firm's institutional knowledge of client organisational structure and future plans.
- Arrange and conduct regular review meetings with existing clients.
- Assist with basic product issues and escalate to the technical teams when necessary.
- Support and educate our clients on new offerings to the TradingHub suite of products.

What we are looking for in a candidate:

- Passion to work in the fintech space.
- Self-motivated and goal-oriented person who thrives under pressure.
- Open to working in a tight knit team to build out a business.
- The ability to easily build relationships with new people.
- A keen commercial sense to identify and realise opportunities.
- Desire to help our clients by solving problems.
- Organised and good with time management.

Experience Required:

- Bachelor's Degree with a good academic record.
- Previous sales or finance background.
- Experienced in pitching to clients – confident in communicating and persuasive when overcoming objections.
- Language: good written and spoken English and Cantonese. Putonghua a strong plus.

Experience Desired

- Previous experience within a financial markets environment.
- Broad understanding and experience of financial instruments across various asset classes an advantage.
- Concrete examples of adding value to the company in the past.

We offer:

We will offer an attractive and competitive remuneration and benefits package to the right candidate. Furthermore, this is an opportunity to build your network and experience in the fast growing Fintech space with bright, like-minded individuals. Additionally, you will receive regular technical and soft skills training both on the job and through external resource.

Primary Location

Central, Hong Kong

Employment Type

Full Time