

Job Description -

JOB DESCRIPTION:	
Job Title:	Junior FX Sales
Department:	FX SALES HONG KONG
Reports to:	Head of North Asia FX Sales
Job Purpose:	BNY Mellon Markets aggregates a variety of client solutions across cash, repo, securities lending, derivatives transactions, collateral, with a steady pipeline of new products. In an environment where efficiency and risk mitigation is paramount, our services help clients optimize their assets, manage counterparty risk and improve operational efficiency through our award-winning tri-party and bilateral administrative services. Our comprehensive client service delivery model, with teams located in the US, EMEA and APAC, is organized by product and regional groups to provide global support to clients.
Responsibilities:	<ul style="list-style-type: none"> • Provide support to Senior FX Sales on the trading floor • Execute client orders and interact with global customers • Develop and maintain client relationships and transact FX with financial institutional clients at BNY Mellon • Partner closely with a more senior Business Development colleague to develop relationships to gain breadth/depth of knowledge • Assists with closing of less complex new prospects by contributing analyses supporting deal structures (pricing, contract terms, etc.) that achieve optimal terms for both the client and the firm • Assists with ensuring that deals are compliant with all regulations • Follow up with other firm-wide resources (marketing, legal, compliance, etc.) to gather needed information required to finalize a proposal/deal.
Qualification:	<ul style="list-style-type: none"> • Bachelor or Master degree or the equivalent combination of education and experience is required. • Excellent communication skills are required • Excellent in excel spreadsheet will be a plus • Good command of written and spoken English (most of our clients are English speakers) • Cantonese and Mandarin language are preferable • Immediate available is preferable

Target: Fresh graduates with Finance, Economic and Engineering major

Application Method: Send your resume with expected salary to the email address: emily.ng@bnymellon.com

Application deadline: 25 August 2017

Commencement date: Aug / Sep 2017