



ABOUT CAMBRIDGE

We are a leading provider of global payments and currency risk management solutions. As a trusted partner for over 20 years, we deliver innovative solutions designed to address our clients' unique business needs. Our award-winning capabilities and industry-leading technologies simplify the way our clients connect with the global marketplace, allowing them to focus on tomorrow's opportunities rather than today's transactions. As one of the largest independent providers globally, we are flexible and responsive anywhere you are, with offices across North America, Europe and Australia that transact more than \$20 billion dollars annually. Learn more about how we can create the bridge between your vision and the world at www.cambridgefx.com.

Role Title	Global Payments Associate
Business Unit	Sales
Location:	Toronto, ON
Reports To:	VP, Sales & Business Development

ROLE FUNCTION AND PURPOSE

Cambridge Mercantile is looking for motivated Global Payments Associates (formerly Business Development) to join their thriving sales teams in our head office in Toronto, ON. This is an exciting opportunity in a corporate sales environment where you will be exposed to the competitive, coveted financial sector. The successful candidate will offer their knowledge, experience, confidence and build credibility with prospects in the International payments sales arena. Rewards are competitive.

The Global Payments Associate's primary responsibility is to generate new business over the phone. They do this pursuing and closing new business opportunities by taking prospects from a lead through to an application, and/or setting appointments (of specified size and value) for a consultative sales team. Working closely with experienced Managers, candidates learn a broad suite of payment solutions, online technologies and settlement options.

Global Payments Associates will be required to achieve monthly and quarterly new business targets, and will be remunerated on both new business revenue generated from prospects/clients as well as on the number of quality appointments created.

Your bridge to the world.

United States • Canada • Europe • Australia



KEY DUTIES AND RESPONSIBILITIES

- Drive to achieve monthly targets by Identifying, accessing, and selling prospects on the value Cambridge can bring to their respective business;
- Convince a prospect to move from a warm lead to become a Cambridge client by completing an application in order to conduct a first time trade with an experienced in-house Cambridge Account Executive/Trader;
- Set an appointment with a prospect to conduct either a phone discussion or a face to face meeting with an experienced outside Cambridge National Account Manager;
- Conduct prospect demonstrations of Cambridge Online as an efficient and effective payment system option;
- Continually market those prospects who are not ready to move to Cambridge by making periodic calls, sending timely market updates and marketing materials;
- Make regular updates to the company CRM system, Salesforce.com;
- Source and generate leads for potential new business;
- Create a positive impression of Cambridge with prospects by acting professionally and providing timely and accurate follow up.

EDUCATION AND EXPERIENCE

- Degree/ Diploma in Business, Finance, Marketing, or related field;
- Entry Level, New Grads are encouraged to apply;
- 1 - 2 years of inside and/or outside sales experience; telesales experience is a definite asset;
- Knowledge of the financial markets will be a plus, along with payment process understanding (training will be given);
- Proficient in Microsoft Office;
- Experience with CRM systems (i.e. Salesforce.com);
- Demonstrated level of sales confidence during the interview process; and
- Bilingual in English and French is considered an asset.

ABILITIES AND ATTRIBUTES

- Exceptional interpersonal, verbal and written communication skills;
- Strong sense of professionalism;
- Tenacity, resilience and a positive outlook;
- Credibility, and confidence to liaise with Directors, and C-Level Executives of large corporations;
- Drive to succeed;
- Proven ability to deliver results within required deadlines;
- Ability to work in a metrics reporting environment;
- The ability to work independently and as a team player.

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HOW TO APPLY

Please forward your resume and cover letter outlining how your experience relates to our requirements to employment@cambridgefx.com, quoting the role title in the subject line.

No phone calls or agencies please.

Cambridge is an equal opportunity employer. Please contact Human Resources by phone at [416 646 6401](tel:4166466401) or by email at humanresources@cambridgefx.com, if you require any accommodation in order to fully participate in our recruitment process.

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