

CAREER OPPORTUNITIES



EUROPEAN SALES & CLIENT SERVICES

Location	UK - London
Position Type	Employee
Employment Type	Full time
Work Permit Required	EU
Languages	English + either French, German, Italian.

Informa Global Markets (IGM), the financial markets news and analysis division of Informa plc, is looking to consolidate its market leading position by hiring a client services executive to complement the existing EMEA team.

This is a London based role, but will involve frequent travel to a European territory. You should therefore be comfortable conducting business in one or more of the core European Languages listed above as well as being fluent in spoken and written English. Furthermore, you will also be required to: -

- Build relationships with our global clients at end-user level
- Demonstrate the full suite of IGM services in face-to-face client meetings
- Help drive new end-user sales through client interaction
- Interface effectively between the client and the analysts

Consideration will be given to enthusiastic and hard-working team-players with a working knowledge of the FX, Fixed Income and Credit markets; this includes Business/Economics graduates looking for their first or second position in the City.

To apply for this position please email your CV to careers@informagm.com with covering letter detailing most recent salary/ expectations and **quote reference CSE911** in the subject line.

CAREER OPPORTUNITIES



Account Manager – Key Accounts

Location	UK - London
Position Type	Employee
Employment Type	Full time
Work Permit Required	EU

Informa Global Markets (IGM) is the leading specialist provider of real-time market commentary and analysis to primarily sell-side financial market professionals across multiple asset classes. Part of the Informa plc group (a FTSE250 company), IGM are now looking for a Key Account Manager who will have responsibility for creating and implementing a relationship strategy and calling plan for a defined UK territory and a select number of key global accounts. The objective is to ensure revenue retention, as well as strengthening the existing business relationships and prospecting for new business opportunities.

The position carries responsibility for achieving an individual revenue based sales target.

Working as part of a local and global based sales team, you will ideally have: -

- Significant client-facing experience
- Evidence of meeting and over-achieving targets
- Demonstrable negotiation skills
- Experience of managing support personnel
- Excellent interpersonal skills
- Experience of identifying client needs and delivering appropriate solutions
- Good communication skills, both verbal and written
- Ability to present the IGM value proposition
- Knowledge of the FX, Fixed Income and Corporate credit markets and the participants
- Ability to give clear and concise feedback to product management
- An organised and methodical approach to your work

Based in our London office, the role may involve European travel after initial training.

To apply for this position please email your CV to careers@informagm.com with covering letter detailing most recent salary/expectations and **quote reference AM911** in the subject line.