

INSTITUTIONAL EQUITY SALES

Rong Viet Securities (VDSC) is looking for an experienced Institutional Sales to strengthen Institutional Client Department.

KEY RESPONSIBILITIES

- Cover existing client accounts, help them solve problems and grow trading revenue.
- Provide clients with actionable investment/ trade ideas and relevant company information.
- Develop close relationships with portfolio managers and buy-side traders.
- Identify and develop new business by marketing Rong Viet's services to professional investors.
- Update client/ prospects progress and profiles and report directly to Sales Director.

REQUIREMENTS

- Minimum 1 years of experience in sales or a client-facing role. Relevant experience within financial markets is preferred.
- Demonstrated ability to develop and maintain client relationships.
- Strong communication and presentation skills and broad investment knowledge.
- Fluent in English, both writing and speaking.
- Bachelor's degree in economics, accounting or finance is preferred but not required. CFA is a definite plus.

EMPLOYEE BENEFITS

- Competitive salary package (Salary plus Commission), the 13th month salary, annual performance-based bonus, Public holiday bonus, ...
- Position-based raises are implemented periodically.
- Working time: From Monday to Friday (8 a.m -5 p.m)
- Professional and friendly working environment
- Great chance to develop your skills and competences with multiple trainings and job opportunities
- Annual Health check, Health care insurance, 24/24 Accident insurance
- Social insurance, Health insurance, Unemployment insurance in accordance with The Labor Law.
- Plus many other attractive benefits: monthly lunch allowance, Team-building trip, community activities, sport clubs, ...

HOW TO APPLY

- Apply online at: www.vdsc.com.vn or Send us your CV via tuyendung@vdsc.com.vn

CONTACT US

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