

Junior Broker

Location: Borough, London

Competitive Salary plus Company performance-related bonus, healthcare insurance & wellbeing benefits.

Exciting opportunity for an enthusiastic, confident and driven Broker interested in the wine trade to join Liv-ex and establish their reputation as a high-quality broker in the industry

About us

Liv-ex is the global marketplace for the wine trade, with circa 600 members worldwide. We offer B2B services that span trading, data, logistics and technology to a diverse group of wine businesses – from ambitious start-ups to established merchants.

Our goal is to make fine wine trading more transparent, efficient and safe for the benefit of our members and the market as a whole. We are hard-working, committed yet informal, energetic and action oriented.

Founded in 2000, Liv-ex has grown to serve a growing number of merchant members with a broadening range of services. We help clients and other stakeholders to better understand the fine wine market and identify opportunities to profit.

Summary Purpose

We're looking for an enthusiastic, confident and hardworking broker to assist the senior team and customers of Liv-ex to make the most of the trading opportunities presented through the Exchange.

Reporting to the UK Territory Manager, you will be an integral member of the sales team, with specific focus on generating trade through the world's largest fine wine marketplace. We are open to applications from graduates looking to start their career in sales and we provide excellent sales training and on-the-job coaching to enable our team to reach their full potential. You will work closely with senior team members to learn the trade and attract new clients, whilst working in a fast-paced, exciting environment.

Role Responsibilities

- Deliver and maintain exceptional customer experience with all clients, effectively responding to any queries in line with our Liv-ex values
- Engage customers with our exchange platform to drive bid, offer and trade activity
- Analyse both market and member activity to identify trading opportunities
- Curate short and concise copy for team to share with relevant members
- Support senior team in all their day-to-day broking activities

Knowledge, Skills and Experience

Essential

- Excellent verbal and written communication skills
- Natural passion for sales, with strong selling skills and commercial acumen
- Confident – able to provide excellent customer service and are not afraid to just ‘pick up the phone’
- Educated to degree level or equivalent
- Results-driven with good numerical skills
- Highly organised and proactive, with excellent attention to detail
- Flexible and adaptable team player with the ability to work well in a fast-paced environment
- Good IT skills and competent user of Microsoft Excel and Outlook.
- Genuine willingness to learn and get involved

Desirable

- A keen interest and understanding of the fine wine market.
- A second European language

To apply, please send a copy of your CV with a cover letter to outline why you are interested in this opportunity to our HR team at clientresourcing@strattonhr.co.uk