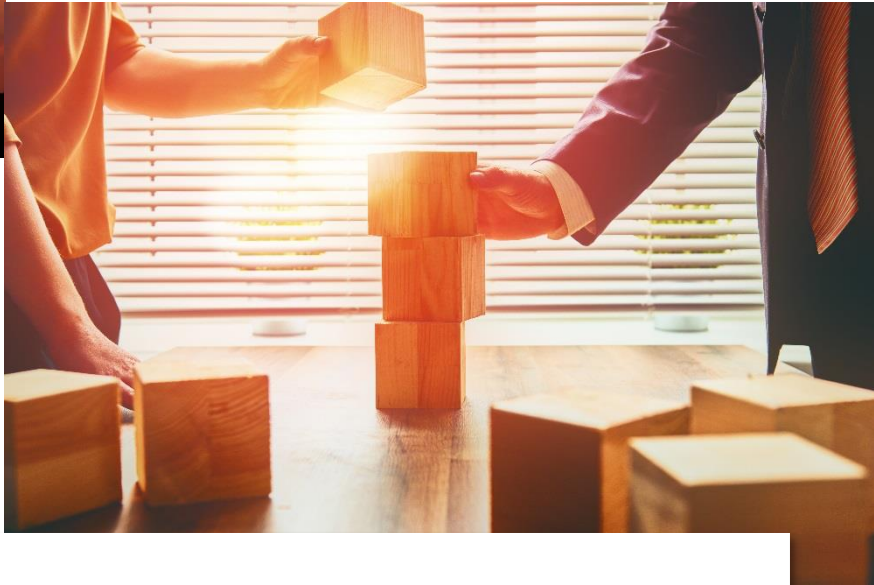




**First Metro Securities**  
Brokerage Corporation

Metrobank Group



## Business Development Officer

**Generate revenues by acquiring and servicing customers within his assigned area, who wish to invest in equities listed on the Philippine Stock Exchange (PSE) or in other products distributed by the corporation.**

### Responsibilities:

- Increase sales by expanding the company's online and institutional customer base.
- Service the needs of existing customers conscientiously and diligently, particularly high net worth individuals.
- Prepare and deliver presentations, proposals, product demos and do other sales activities.
- Prepare special reports requested by the customer.
- Provide the Operations unit with accurate and complete information regarding customer requests and complaints to ensure that the customer concerns are addressed effectively.
- Know and promote actively the GT Capital Holdings, Inc. group products and services to appropriate customers.
- Participate actively in local organizations and build a network with industry participants, in order to foster goodwill, generate top of mind awareness, remain updated on industry news and respond quickly to developments.
- Comply with internal and external policies and regulations.

### Qualifications:

- Education: College graduate of a four-year course preferably in business or economics.
- Experience: 2-8 years of experience in the capital markets..
- Skill/ Licensure required: Must have strong interpersonal skills and must be willing to take the SEC traders' licensure.
- Knowledge: Must have a sound knowledge of capital markets (i.e. debt and equity market both local and global) Must develop expertise in interpreting economic, political, market and business information for investment decisions.