Downloaded from <https://www.velvetjobs.com/job-descriptions/cib-global-corporate-banking>

# Example of CIB-Global Corporate Banking Job Description

Our company is looking to fill the role of cib-global corporate banking. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for cib-global corporate banking

* Partner with various stakeholders in the firm (corporate bankers and product partners across LOBs) to maximize the firm-wide revenue potential at acceptable returns across targeted clients and prospects
* Prepare and maintain internal reports including deal tracking, pipeline reports, account plans and balance sheet memos
* Prepare internal approval documents such as Balance Sheet Committee models/write-ups and compliance committee approval templates such as AMLOC, RRC
* Manage Know Your Customer approval/remediation processes of existing and prospective GCB client base
* Attend client meetings, review financial statements, listen to and summarize investor presentations, and support credit approval and documentation process
* Assist Senior GCB Bankers in managing internal and external aspects of client relationships
* Support Senior GCB Bankers with answering RFPs and play an (pro-)active role in client relationships
* Drive connectivity across multiple Lines of Businesses working in close partnership with various stakeholders to enhance JPM total share of wallet
* Track, process and analyze cross-sell initiatives across the region
* Support various monthly / quarterly reporting around GCB KPIs

## Qualifications for cib-global corporate banking

* Product knowledge (corporate finance and treasury services/cash management) a plus and strong understanding of banking processes
* Knowledge of and prior work experience in KYC/Compliance/AML processes/controls function beneficial
* At least three years of professional experience (experience in Corporate Banking, Investment Banking or Credit is a plus, but not required)
* Excellent verbal and written communication skills with the ability to synthesize complex problems/situations into concise conclusions
* Relevant Corporate Banking / Product coverage experience
* Strong computer skills including PowerPoint "PitchPRO", Excel based modelling, FactSet and Bloomberg