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# Example of CIB Sales Job Description

Our company is searching for experienced candidates for the position of CIB sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for CIB sales

* Communicate with clients regarding relative market color and flows
* Support TSM (Treasury Sales Manager) in the preparation of proposals and presentations for existing and prospective customers
* Support TSM in end-to-end service delivery to clients including onboarding, implementation and billing
* Partner with Client Service, Compliance, Credit, Legal, Operations, Product, Risk, and other areas to optimize product and service delivery to clients
* Assisting with development and preparation of RFI/RFP responses and presentations/pitchbooks
* Covering new sales, revenue retention and growth and profitability enhancement
* Provides assistance with documentation and other support to senior team member
* Build relationships with key partners in Global Corporate Bank(GCB) to leverage existing relationships and ensure the overall approach is aligned with GCB’s client strategy
* Work with Client Service and Operations teams to resolve important client-related issues escalated to sales
* Meet all the compliance and other requirements of the role including product KYC, AML / OFAC sales reporting, and continuing professional development

## Qualifications for CIB sales

* Ability to provide effective oversight and management of multiple projects, and meet multiple deadlines
* Preferred 2 years plus experience in cash management or related field
* Drive, self-starter and with a entrepreneurialspirit
* Strong interpersonal, selling and excellent written/verbal communication skills
* 4+ year Custody & Fund Services experience required, preferably with Asset Managers in a client or product management function
* Minimum 8 years banking experience with a \*proven track record of ability to sell