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# Example of Corporate & Investment Banking Job Description

Our company is looking for a corporate & investment banking. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for corporate & investment banking

* To develop and organize action plans and to motivate RMs to achieve business targets
* To assist RMs in concluding deals with customers
* Develop new or existing portfolio of corporate clients in the energy and hard commodities space by increasing product penetration and actively cross selling of IBG’s services including capital markets (Debt Capital Markets, Equity Capital Markets and M&A), transaction banking services (Cash and Trade) and treasury, working closely in conjunction with product groups and colleagues in the region
* Formulate, complete and execute account plans for identified clients in the assigned portfolio to increase share of wallet
* Structure, handle trade financing solutions tailored to the specific needs of structured trade and commodity finance clients
* Prepare credit applications (quantitative and qualitative client analysis), credit renewal and undertake periodic review of credit files and structured trade and commodity finance facilities
* Generate excellent returns on risk adjusted assets and equity that commensurate with the Bank's acceptable risk parameters
* Monitor and manage accounts actively, being alert to credit deterioration or improvement, and taking timely action including elevation to senior bankers and credit
* Handle loan, transaction & perfecting security documentation and negotiations
* Detailed tracking of business/strategy initiatives for each location and II teams

## Qualifications for corporate & investment banking

* Experience of working with a corporate sales group within a bank
* Ability to analyze problems and turn them into solutions
* Experience of Agile methodology and a mindset of regular incremental delivery
* Knowledge of Excel (formulas, vlookups, pivots, macros)
* Ability to excel both independently and in a team oriented environment
* Enrollment in a Bachelor’s degree program in Finance, Accounting, and/or Economics preferred