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# Example of Corporate VP Job Description

Our company is searching for experienced candidates for the position of corporate VP. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for corporate VP

* To assist in managing the sales team to achieve the revenue and sales targets
* To initiate and support sales & marketing activities within the team and respective RM group, working towards the closure and execution of deals
* To work closely with the various product sponsors to achieve sales and revenue targets and to build customised structured solutions for clients
* To provide after sales service and advice that will increase the rapport and relationship with clients
* To initiate and follow through on Marketing Activities for the team including Product Brochures, Product Promotion Initiatives, Customer Joyful Banking Initiatives and including organising Customer Activities
* To assist Team lead in activities for Investor Sales of Products generated by Structured Debt Solutions and Corporate Investment Products

## Qualifications for corporate VP

* Relationship Management of Listed large corporate
* Strong understanding of HKMA regulations including FATCA and Volcker rule
* Solid knowledge in treasury business and products
* Be the Selling Leader in a Management Position
* Manage and establish relationships with key decision makers at client level and agency level
* Manage rep firm relationships