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# Example of Financial Institutions Group Job Description

Our company is searching for experienced candidates for the position of financial institutions group. 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 financial institutions group

* Proven track record in relationship management and sales with a sophisticated client base
* Industry coverage banker for insurance companies focusing both on Singapore and regional insurance companies across Life, General and Reinsurance space
* As insurance is a tightly regulated industry, the successful candidate will have to understand the regulations affecting the insurance industry such as risk-based capital requirements (RBC)
* Disciplined risk management is an integral part of our business model
* As the coverage banker, the successful candidate will have to work closely with different product teams to come up with a comprehensive account plan and execute on the account plan to deliver optimal banking solutions to insurance clients
* Partnering cross-functionally with members of the four FIG core business lines to provide strategic and tactical thought partnership to effectively drive project delivery and operational efficiencies
* Providing strategic direction to projects, peers and customers
* Overseeing a range of initiatives affecting FIG Business Operations
* Ensuring projects are being documented appropriately, escalating impediments and facilitating timely delivery
* Demonstrating exceptional communication, collaboration, problem solving and influencing skills

## Qualifications for financial institutions group

* Knowledge of Investment Banking products and preferably execution experience
* 5-7 years relevant M&A / Corporate Finance experience at a comparable organisation, both in financial services M&A within the Northern European region
* Demonstrable preference for working in an entrepreneurial environment
* You will build and analyse financial models
* Series 99 license is required
* High level of understanding of markets and credit and lending products