



Example of CIB-Global Corporate Banking Job Description

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Our innovative and growing company is searching for experienced candidates for the position of cib-global corporate banking. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for cib-global corporate banking

- Sales of the entire TS product suite/solution, including core cash clearing, liquidity management and foreign exchange solutions
- Build and develop Regional / in-country Treasurer level coverage of MNC Corporate Bank in Ecommerce clients in Singapore
- Development of forward looking new business plans for clients and the maintenance of existing business relationships especially in the area of Treasury Services
- Responsible for partnering HQ parent teams and country teams to drive and deliver financial goals for GCB and TS Sales for Singapore MNC and Regional MNC driven from Singapore
- Responsible for Marketing in-scope Treasury Services products and solutions through holistic regional treasurer level coverage
- KYC and other AML related policies understanding for Ecommerce Sector
- Cultivate and develop effective relationship by addressing Korean corporate clients' unique banking requirements with JPM's value proposition and global network
- Facilitate the origination efforts with internal product partners and HQ bankers to identify, structure and deliver value-add solutions across product universe including DCM, Cash Management, Trade Finance (including ECA), Traditional Lending, Structured Finance, FX & Rates, Commodities and Futures & Options
- Identify and expand the Korean portfolio by working closely with in-country

- Conduct and manage deal pitches and execution seamlessly via creating high-quality account planning, pitch books and strategy papers for both internal and external purposes

Qualifications for cib-global corporate banking

- Established network or experience in the Real Estate sector is a major plus
- At least 2 years of professional work experience (Corporate Banking, Investment Banking or Credit experience is strongly preferred)
- The ideal candidate would have experience working with or for public sector entities, whether at the international, national or sub-national level
- Broad financial services product knowledge, with knowledge of corporate finance and treasury services products a plus
- No previous experience is required (summer internship or part-time jobs in the financial industry are recommended but not excluding)
- University/industrial engineering, business school degree (or equivalent) with outstanding academic credentials