



Example of CIB Sales Job Description

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Our innovative and growing company is searching for experienced candidates for the position of CIB sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for CIB sales

- Build and maintain relationships with key partners in other lines of business such as, Investor Services, Global Corporate Bank and Investment Bank (IB) to generate leads and maximize cross-sell of TS products and bundled solutions
 - Understanding insurance industry and segment strategy to assist in developing recommendations and/or opportunities and proposal/pitch book generation
 - Participate in the development of financial and business reporting to monitor client performance and business reporting
 - Executes sales strategy in conjunction with other LOB
 - Prepares correspondence and sales reports, and maintains active calling program
 - Create best in class pitchbooks for the Americas
 - Coaching, guiding, developing and overseeing a geographically diverse team of 2 (1 1) and virtual (project) teams of up to 20, ensuring adherence to SOPs, driving improvements to end project results with a focus on understanding of global / regional nuances
 - Manage and monitor the workload of team to ensure an even distribution of workload and that all internal/external deadlines are met
 - Behave and operate at all times as a leader in the business
 - Carry out objective setting and performance management activities with team members in conjunction with the Mumbai Regional Manager
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- The intellectual ability and desire to develop their client and technical skills to ultimately assume a Sales/Relationship Management role at VP level
- Experience in a Front Office Environment
- Strong analytical background and communication skills are a must including sound written ability
- Further refine process, systems and methodologies to improve the quality of work completed by the Pithcbooks Team
- Provide strategic advice, product training and day-to-day guidance on content-related issues for the team
- A proven ability to engage stakeholders from across the business, and form effective working relationships