



Example of CIB Sales Job Description

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Our company is searching for experienced candidates for the position of CIB sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for CIB sales

- Communicate with clients regarding relative market color and flows
- Support TSM (Treasury Sales Manager) in the preparation of proposals and presentations for existing and prospective customers
- Support TSM in end-to-end service delivery to clients including onboarding, implementation and billing
- Partner with Client Service, Compliance, Credit, Legal, Operations, Product, Risk, and other areas to optimize product and service delivery to clients
- Assisting with development and preparation of RFI/RFP responses and presentations/pitchbooks
- Covering new sales, revenue retention and growth and profitability enhancement
- Provides assistance with documentation and other support to senior team member
- Build relationships with key partners in Global Corporate Bank(GCB) to leverage existing relationships and ensure the overall approach is aligned with GCB's client strategy
- Work with Client Service and Operations teams to resolve important client-related issues escalated to sales
- Meet all the compliance and other requirements of the role including product KYC, AML / OFAC sales reporting, and continuing professional development

Qualifications for CIB sales

- Preferred 2 years plus experience in cash management or related field
- Drive, self-starter and with a entrepreneurial spirit
- Strong interpersonal, selling and excellent written/verbal communication skills
- 4+ year Custody & Fund Services experience required, preferably with Asset Managers in a client or product management function
- Minimum 8 years banking experience with a *proven track record of ability to sell