



Example of CIB Sales Job Description

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Our company is growing rapidly and is hiring for a CIB sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for CIB sales

- Assist the FI sales team in preparing sales pitching book, KYC, new client on-boarding operations, weekly reporting, ckc call memo filing/reporting
- Prepare all the implementing related sales administration work to assist sales team to expedite the account opening processing/operations
- Assist FI sales team to conduct required industrial or marketing research
- Support FI sales team to coordinate sales event and client calling schedule from time to time
- Call preparation
- Develop pricing pro forma and assist with proposal preparation, RFP response and presentation of product information
- Initiate and oversee the client on-boarding process for new and incremental product sales
- Assist Banker with reviews of account analysis statements and relationship review creation
- Primarily responsible for CKC entry for prospect tracking and deal reporting
- Create and/or execute marketing materials, updates, RFPs or presentations for clients/prospects or internal use as needed

Qualifications for CIB sales

- Strong Client Relationship Management skills (with emphasis on cash management sales or product experience)
- Self starter with strong motivation

- Prior cash management experience with preference for candidates from a large foreign bank or a large Malaysian bank
- 3 or 4yrs of derivatives or markets experience
- Sales skills will be developed Project Management skills