



Example of CIB Sales Job Description

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Our company is growing rapidly and 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

- Promote the TS business in the broader marketplace including press interviews and managing client events such as coordination of regular Economic Forums in Korea
 - Take a pivotal role in the preparation and submission of regional and Thailand RFPs in a end-to-end manner
 - Manage to deliver portfolio revenues at branch and head office levels in correspondent banking business
 - Develop and execute an effective marketing scheme at client level to grow cash and trade business
 - Assist in executing trades, including repo financing
 - Log trades into proper systems and work with mid-office to ensure trades are captured and matched correctly
 - Provide data and information to clients and salespeople during the new issue and follow-on process
 - Participate in client meetings and entertainment to enhance relationship building
 - Manage end-to-end structuring and execution of complex transactions, working closely with escrow client service in China
 - Deliver agreed sales targets for the region, by promoting escrow into intermediaries in the region, partnering with Corporate and Investment Bank, Commercial Bank, and Private Bank businesses
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- Graduate or Master's degree
- Knowledge of numeracy and strong analytical skills
- Interest in the Sales and relationship management roles
- Strong ability to use written and verbal communication effectively with customers and internal areas
- 7 + years Custody & Fund Services experience, preferably with Asset Managers in a client or product management function
- Proficient computer skills (Microsoft Word, Microsoft Powerpoint)