Example of Corporate & Investment Banking Job Description

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Our company is searching for experienced candidates for the position of corporate & investment banking. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for corporate & investment banking

- Handle key customer relationship and provide management support in customer retention and solicitation
- Represent the Bank in local financial community, industry groups, key customers, local municipalities and regulators, and the general public to enhance the Bank's reputation and corporate presence in local market
- Act proactively in order to develop the sub-branches network in the area
- Accountable for risks taken in the branch
- Contribute to staff recruitment, perform effective people management and develop local team for building a competent and engaged workforces in the branch
- Brainstorming and development of sales strategy / road-map, marketing plans and value proposition for Trade and OAT products
- Preparation of presentation slides for conceptualization of ideas and reviews
- Prompt execution of the various strategies / road-maps
- To report regularly on business progress and to recommend action plans
- Co-operate with team members to complete assignment in a timely and effective manner

Qualifications for corporate & investment banking

- Strong problem solving, analytical, project management, judgment and

- Ability to establish and build healthy working relations and partnerships with the business peers and wide variety of stakeholders (Finance, Operations, Risk Management, Technology)
- Good oral and written communications skills are required for contacts with all management levels within all areas of the Bank
- Self-starter, able to work independently and take ownership
- Discretion, diplomacy, patience and good interpersonal skills
- Graduate or postgraduate qualification