

Cash Management Products Sales Manager Jobs in Abu Dhabi

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Company: Abu Dhabi Islamic Bank

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: business-and-financial-operations

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Description:

Work with Head of GTB Sales in order to commercialize and deploy advanced cash solutions to specific target clients in WBG.

Manage and take end-to-end responsibility for the cash Solutions in UAE and to meet / exceed sales goals and targets in respect of revenues and volumes.

Job Responsibilities:

To identify key target clients requiring advanced Cash Solutions to manage their cash needs.

Advanced Solutions includes payments and collections.

It will require also to identify and advise on the key technology partners for ADIB to offer advanced solutions.

Key target clients include some government entities across UAE as well private institutions, Financial Institutions & Non-Financial Institutions.

Job Requirements:

Good understanding of the cash management business and target clients in UAE.

Good Knowledge of the technology companies operating in this space.

Understanding of banking operations, treasury, Cash management and local Central Bank regulations in needed

Knowledge of Islamic banking & especially local UAE market.

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