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Citi Commercial Bank (CCB) partners with mid-market and fast growth businesses across the world, especially with clients with international presence and aspirations. The Middle East & Africa cluster covers the U.A.E., Bahrain, and Jordan, Turkey, Israel, and GNB-only presence in Africa. It is one of the largest business clusters for CCB in EMEA, and a strategic growth market for CCB globally. Cash management solutions are a core part of the business' strategy and are expected to continue driving the cluster's expansion. The CCB MEA Cash Management Sales Officer will be focused on working closely with Commercial Banking Relationship Managers (RM) to grow Cash revenues, leveraging Citi's global network. With complex Cash solution capabilities and solution centric sales, CCB MEA will continue to attract a sizeable number of new client relationships to the franchise, while managing its existing portfolio.

Responsibilities:

Make Citi the go to international banking partner for our client segments.

Identify client challenges and provide holistic treasury solutions allowing clients to grow faster and become more efficient.

Build a pipeline in partnership with the CCB MEA RM and Product teams to drive conversion of deals through participation in client pitches and RFPs.

Regular tracking of deal pipeline and review of implementation and revenue realization.

Foster productive working relationships with partner groups across regional/global product teams, and work with the CCB MEA RM team and Product teams to build solutions based on clients' needs.

Requirements:

Interpersonal and communication skills for effective presentations, pitches and conversions.

Ability to quickly identify problems and solutions leveraging Cash product propositions, business drivers, policies, customer needs and market trends

Ability to create long term, positive trust and advisory based relationships with all the customers in the portfolio.

Demonstrate thought leadership and vision for future planning and growth.

Open-mindedness to evaluate various alternative solutions to customer needs.

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