

Corporate Coverage Director

[Apply Now](#)

Company: Natixis

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Job Description

Your MISSION & much more ...

Client Coverage role whose primary objectives are as follows:

Develop the bank's client base in the following categories in the Middle East region, with a primary focus on Saudi Arabia:

Corporates (private and public sector)

Family offices

Financial sponsors

Contribute to the development of the overall regional franchise and strategic initiatives through the marketing and solicitation to existing and new client relationships matching Natixis strategy and capabilities

Be the primary point of contact for clients and lead marketing and transaction execution efforts working in coordination with other Business Lines

Maintain strong discipline with respect to adherence to Regulatory requirements (in particular those related to KSA), KYC Risk, Credit Risk, Data Quality and Non-Financial Risk

Key responsibilities:

Develop the bank's client relationships with corporates, family offices and financial sponsors and market corporate & investment banking products offered by the bank to the client base;

Identify and market new prospective clients suitable and in line with the bank's strategy;

Prepare proposals and pitch to existing and prospective clients, with a focus on Investment Banking opportunities;

Coordinate and assist in the preparation of presentations, contracts and any other requirements related to transaction executions;

Develop client marketing plans and coordinate marketing efforts with other business lines;

Work with credit analysts in the due diligence and credit approval process and provide oversight during the credit approval process;

Stay up-to-date with and ensure compliance with external regulatory requirements and internal policies;

Control:

Follow all internal controls in place to carry out the activity in the region. This includes the regulatory, compliance, legal and suitability framework for transacting with clients in these sectors.

Legal and Regulatory Responsibilities:

Comply with all applicable legal, regulatory and internal Compliance requirements, including, but not limited to, the Dubai Compliance manual and Compliance policies and procedures as issued from time to time; Financial Security requirements, including, but not limited to, the prevention of Financial Crime and Fraud, including reporting obligations to the Money Laundering Reporting Officer.

Maintain appropriate knowledge to ensure to be fully qualified to undertake the role. Complete all mandatory training as required to attain and maintain competence.

Key internal contacts:

Head of Sales in Business Lines: these are the day-to-day contacts for the incumbent, with whom business is discussed, ideas are challenged and progress is monitored;

Other Senior Bankers in the Business Lines and the SCM;

Support functions, ensuring the control, as described above, is adequately implemented.

Coverage control and operations department;

Other members of the Coverage Departments: the incumbent is to partake in the regular team meetings and governance of his departments.

Key external contacts:

Allocated Key clients: the incumbent is the relationship manager on behalf of Coverage for a pre-determined list of key clients.

Market peers: the incumbent is to liaise with his/her peers in the market, as relevant.

External counsels, consultants: whenever appropriate, the incumbent may use these for his/her duties.

Client visits: as requested/required by the business.

Required Skills/Qualifications/Experience

Yourself & Beyond ...

Approx. 8-10 years' experience in a financial institution or similar firm;

Work experience in the Middle East;

Track record of strong client relationships built either through a Coverage or a product role in Investment Banking;

Experience with investment banking transactions, ideally encompassing a range of products such as debt capital markets, equity capital markets, M&A, equity derivatives / equity linked financing;

Arabic speakers preferred

[Apply Now](#)

Cross References and Citations:

1. Corporate Coverage Director Findfulltimejobs Jobs United Arab Emirates

Findfulltimejobs ↗

2. Corporate Coverage Director Nzjobscentral Jobs United Arab Emirates Nzjobscentral ↗

3. Corporate Coverage Director Resume-score Jobs United Arab Emirates Resume-score ↗

4. Corporate Coverage Director Jordanjobs Jobs United Arab Emirates Jordanjobs ↗

5. Corporate Coverage Director Architecturejobs Jobs United Arab Emirates Architecturejobs ↗

6. Corporate Coverage Director Ophthalmologistjobs Jobs United Arab Emirates Ophthalmologistjobs ↗

7. Corporate Coverage Director Losangelesjobs Jobs United Arab Emirates
Losangelesjobs ↗
8. Corporate Coverage Director Finddriverjobs Jobs United Arab Emirates
Finddriverjobs ↗
9. Corporate Coverage Director Searchnzjobs Jobs United Arab Emirates Searchnzjobs ↗
10. Corporate Coverage DirectorBelgiumjobsJobs United Arab Emirates Belgiumjobs↗
11. Corporate Coverage DirectorUltimatejobfinderJobs United Arab Emirates
Ultimatejobfinder↗
12. Corporate Coverage DirectorPandajobsJobs United Arab Emirates Pandajobs↗
13. Corporate Coverage DirectorAgriculturejobs Jobs United Arab Emirates
Agriculturejobs ↗
14. Corporate Coverage DirectorUkrainejobs Jobs United Arab Emirates Ukrainejobs ↗
15. Corporate Coverage DirectorGeneticsjobsJobs United Arab Emirates Geneticsjobs↗
16. Corporate Coverage DirectorThejobsearch Jobs United Arab Emirates Thejobsearch ↗
17. Corporate Coverage DirectorDominicanrepublicjobsJobs United Arab Emirates
Dominicanrepublicjobs↗
18. Corporate Coverage DirectorRomejobs Jobs United Arab Emirates Romejobs ↗
19. Corporate coverage director Jobs United arab emirates ↗
20. AMP Version of Corporate coverage director ↗
21. Corporate coverage director United arab emirates Jobs ↗
22. Corporate coverage director Jobs United arab emirates ↗
23. Corporate coverage director Job Search ↗
24. Corporate coverage director Search ↗
25. Corporate coverage director Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/corporate-coverage-director-united-arab-emirates-natixis-222ca1b46c/>

Generated on: 2024-04-27 by Expertini.Com