

Director- Government- Sovereigns & Public Sector Jobs in Abu Dhabi | First Abu Dhabi Bank

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Company: First Abu Dhabi Bank

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: other-general

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Key Accountabilities:

Work with respective Managing Directors and Executive Directors to originate new business opportunities with target clients across banking products;

Contribute to the development of Term Sheets, Information Memorandums financial modelling etc;

Examine & resolve credit, market and operational risk aspects of the transactions in collaboration with products and enablement units;

Participate in pitching, negotiation and conclusion of deals;

Achieve team financial performance targets;

Identify & develop cross selling opportunities and increase the cross-sell ratio with key clients;

Ensure Account Plans are prepared and maintained for all key clients;

Ensure all clients' files/documents are maintained;

Ensure all credit reviews are submitted on time and agreed conditions are met;

Adhere to process KPI's and, ORM, BCP & Internal Audit requirements.

Assist the respective MDs and EDs in the day-to-day administrative and transactional activities of client management including client calls, documentation follow up, updating pipeline, and any other activities in the unit/team to ensure continuity of work and the delivery of effective and high-quality outputs.

Manage and follow up on KYC and compliance requirements in order to ensure consistency with the Bank's KYC and AML policies and regulatory requirements.

Policies, Systems, Processes, and Procedures:

Follow all relevant policies, processes, standard operating procedures, and instructions so that work is carried out in a controlled and consistent manner.

MIS and Reports:

Assist in the preparation of timely and accurate statements and reports to meet the unit's requirements, policies, and standards.

Frameworks, Boundaries & Decision-Making Authority:

Functions within the framework and boundaries of Group policies as well as overall and governance frameworks.

#J-18808-Ljbffr

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Cross References and Citations:

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