

# United Arab Emirates Jobs Expertini®

## 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

Category: other-general

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

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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