

United Arab Emirates Jobs Expertini®

Executive Director- Global Markets - Sales

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Company: First Gulf Bank PJSC

Location: dubai

Category: other-general

Executive Director- Global Markets - Sales Full-time Sub Division: Global Markets

Sales Division: Global Markets First Abu Dhabi Bank is an inclusive environment where each person values the experiences, perspectives, ideas and beliefs of others. We're in a unique position to learn from all our colleagues, combining international experience with deep cultural knowledge and local expertise. At FAB, you'll have the support of your team and a strong relationship with your line manager, who will trust you with responsibility and recognize your good performance. As we embrace different ways of seeing the world, listening to each other and respecting different viewpoints, we grow stronger – together.

Job Purpose: As a member of the Global Markets, Sales, within Global Markets (Investment Banking Division) the incumbent will be a strong team player with the ability to deliver agreed sales and revenue targets across Global Markets. In addition, along with identifying and cultivating cross sell opportunities within the sectors and geographies, this will be a pre-requisite to build long term relationship. As a member of the Corporate Sales Team, the incumbent will focus on selling Global Markets solutions to corporates across the targeted client base and geography that are assigned. A strong expectation to understand the client requirements and provide a high quality distribution service to the targeted clients. The specific customer segments which will be under scope include PCG clients.

Key Accountabilities: Generic Accountability: Ensure adherence to all GM Sales requirements across the client which are in-line with FAB's regulatory, compliance and best practice standards. Ensure high quality execution and build/maintain strong relationship with GM product, Relationship Managers and the infrastructure/support staff. Strong team player,

working closely with members of the GM Sales Team and supporting as required. Ensure client / internal / monetary impacting issues are escalated appropriately to line manager within suitable time-frame. Expectation to participate in client events / forums / off-site events as required. Ensure maximum optimization of customer flow activity, and cross selling opportunities to produce best in class flow to support the GM business.

Relationship Development: Global Markets Sales As a member of the Global Markets, Sales, within Global Markets (Corporate & Investment Banking) the incumbent will be a strong team player with the ability to deliver agreed sales and revenue targets across Global Markets. In addition, along with identifying and cultivating cross sell opportunities within the sectors and geographies, this will be a pre-requisite to build long term relationships aimed at firmly establishing FAB as the best Arab bank in the world. As a member of the Corporate Sales (Primary Coverage) Team, the incumbent will be focused on selling Global Markets solutions to corporates across the prescribed client base and geography. A strong expectation to understand the client requirements and provide a high quality distribution service to the targeted clients. The specific customer segments which will be under scope include large and mid-size corporates.

Segment Coverage to include the following as required by your assigned line manager.

Product Coverage: Product Coverage not limited to any asset class, which can extend to multi asset class coverage as required by your assigned line manager.

GM Product Champion: You may be required to work in the capacity as a product champion as required by your assigned line manager.

FX (G10/EM), Deposit's, Loan's, Repo's, Credit, FXO (G10/EM), IRS, TRS, E-Commerce, Commodities, Equities, Other Derivatives, Islamic Products, Other.

Geographical Coverage: Geographical coverage can include one country/region and extended to global coverage as required by your assigned line manager. Abu Dhabi, Dubai, London, Paris, Hong Kong, Singapore, Cairo,

Other Managerial Duties : You may be assigned a managerial duty which can extend to managing an assigned intern, graduate, AFAQ or assigned individual / team within Global Markets Sales.

#LI-LA1 #LI-Onsite Bachelor's Degree in Business Administration or a related discipline. Proven experience of 10 - 15 years+ working in Financial Markets. Knowledge of Global Market products, including non-linear products including for investments, basic securities knowledge... Strong technical knowledge in GM products, including derivatives across asset classes (FX, Rates, Securities...) Asset side product knowledge Direct Customer support / Client Service experience with proven skills to build relationships Strong and effective communications and analytical skills Strong knowledge in excel / database and report

generating skills Experience of working in a high volume and high pressure environment Experience of interaction with other regional and global teams Spoken Arabic language would be an added advantage Strong team player, with ability to accommodate a range of views and drive team performance Communication: Confident at communicating to all levels of internal and external clients, business partners and technology Accurate, thorough and highly responsible with a good attention to detail Takes accountability for own actions and seeks guidance from management when appropriate

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