

Senior Relationship Manager, FI

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Company: Abu Dhabi Islamic Bank PJSC

Location: , , United Arab Emirates

Category: sales-and-related

Location: ADIB Head Quarter – Financial Institutions - IBG

ROLE PURPOSE: Develop and manage the Financial Institutions business for a set of markets and/or clients. Partner with the Regional Head, FI Head (as and when needed), Product Partners and other Stakeholder in developing and managing the overall Financial Institutions business.

Key Accountabilities of the role

- Manage revenue, return and other agreed performance measures on the overall portfolio and at a market/ client level.
- Manage, establish and maintain first class relationships with all target clients both at the senior-most levels as well as at working level.
- Oversee the preparation and implementation of Client Account Plans.
- Closely follow-up client's business strategy, performance, management team changes and banking needs via frequent marketing calls to client at all levels as well as market intelligence.
- Originate business / cross-selling opportunities by identifying client needs and positioning the bank's capabilities accordingly.
- Manage portfolio revenues, client-by-client and capture maximum share of addressable wallet across products.
- Partner with product specialists on structuring, pitching, negotiation, pricing, bidding and execution of deals.
- Ensure call reports / client information are prepared and shared to all relevant partners and stakeholders.
- Participate in client events, conferences and forums to develop and maintain relevant relationships in the Financial Institutions space.
- Oversee client onboarding and CDD reviews are performed at specification and on timely basis.
- Prepare and/or oversee the preparation of Credit Applications and present these to Risk.
- Monitor the portfolio quality on an ongoing basis and prepare updates to credit as may be required.
- Stay up to date with regulatory and other developments both globally and in the region / portfolio markets in

particular and disseminate these as appropriate. • Monitor and ensure all necessary reports (including early alert report, excesses, and approval conditions implicit in his area of accountability) are in place. • Ensure compliance with to the Bank's Operational Risk Management Framework, ensuring performance of all activities and controls within the unit's RCSA and achieving satisfactory KRI results • Act as the first line of defense in ensuring compliance to the Bank's policies and procedures, including those relating to Sanctions and Anti-Money Laundering. Where appropriate, assist in the investigation of financial crime risks and the reporting of suspicious activities. Specialist Skills / Technical Knowledge, Technical Competencies Required for this role: Strong experience in Financial Institutions Credit and CDD procedures. Good knowledge of FI products including Cash Management, Trade Finance, Financial Markets / Treasury, Capital Markets and Lending/ Syndications. Excellent relationship building and interpersonal skills. In-depth understanding of a typical Bank's operations, products, policies, regulatory obligations and risk management principles. Fluent in English with Arabic a bonus. Minimum of 5 years banking experience with at least 3 in the Financial Institutions space. Existing relationships with Financial Institutions preferably in Sub-Saharan Africa or beyond. Bachelor's degree in Finance or related subject.

Job Info Job Identification1883 Posting Date 02/22/2024, 02:42 PM LocationsAbu Dhabi, Al Rowdah, Shk Rashid Bin Saeed St. 313 ADIB New Headquarters Branch, Sh. Zayed Main Branch Abu Dhabi United Arab Emirates, Abu Dhabi, AE

#J-18808-Ljbffr

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Cross References and Citations:

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3. **Senior Relationship Manager, FIArgentinajobs Jobs , , United Arab Emirates Argentinajobs** ↗

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