

United Arab Emirates Jobs Expertini®

Trade Sales Manager

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Company: Abu Dhabi Islamic Bank PJSC

Location: dubai

Category: other-general

Role: Trade Sales Manager **Location :** Dubai **Role Purpose:** Lead the Trade and Supply Chain sales efforts for Commodity Clients. Align the GTB and corporate strategy in order to build the Trade Funded & Unfunded Asset book. Ability to structure and cross-sell all aspects of Trade solutions i.e. Imports, Exports - both documentary credit and open account, thereby increasing the GTB Trade wallet-share with corporate clients. **Key Accountabilities of the role** Revenue / Sales: Lead the sales effort by demonstrating growth in GTB revenue with all Corporates clients in Abu Dhabi (AUH). GTB products would include all Trade Finance products i.e. Imports & Exports, documentary credit and open account, Supply Chain and factoring. Strong cross-sell focus between products.

Wallet Share: Increase wallet share by account planning and ensuring that ADIB is the account bank of choice for Trade services. Grow clients wallet by penetrating / onboarding clients counterparties / ecosystem which are meaningful / strategic for both clients and ADIB.

Portfolio Management: Keep a close eye on the AUH portfolio to deliver the financials and its drivers in form of funded & Unfunded asset book, digital usage of trade channels, document volumes & value growth for both exports and imports routed through ADIB .

Bank Network: Active engagement with corporate clients to grow trade flows in markets where ADIB is present.

Ownership: Become a focal point of contact for all trade finance related activities especially for corporate clients including structuring transaction and presenting to risk.

Teamwork: Work closely with Trade products, legal, and Sharia in finalizing the client agreements and other transactional documents that deviate from the standard

documentation.

GTB Product & Risk Knowledge: Deep Trade Knowledge experience especially for Trade products. Deep knowledge of UCP, URDG and Trade practices, local regulatory requirement related to trade finance products. Knowledge of risk standards.

Collaboration: Align with corporate coverage team, in managing the limits availability through utilisation and pushing for higher limits wherever addition risk appetite exists.

Specialist Skills / Technical Knowledge Required for this role: Master's degree or equivalent in Finance, Islamic Finance or Business management

Experience in Trade products in UAE.

Deep knowledge in Shariah-compliant Trade Products

Experience in managing stakeholders and influencing product delivery.

Robust understanding of different Trade / Financing systems

A good team player with strong interpersonal skills and proven commercial track record with leadership abilities

Good interpersonal and communication skills, ability to produce documentation

Self-motivated with Strong analytical and problem-solving skills

Detail-oriented and able to work under pressure to meet tight schedule#J-18808-Ljbffr

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