

Trade Sales Manager Jobs in Abu Dhabi | ADIB Careers

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Description:

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.

Job Responsibilities:

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 clientscounterparties / ecosystem whichare 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.

Job Requirements:

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

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