

Colombia Jobs Expertini®

Associate III, Alternate Solutions Group

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Company: CIBC

Location: Bogotá

Category: other-general

Description

CIBC (TSX, NYSE: CM), is a leading Canadian-based global financial institution with a reputation as a strong, reliable banking partner focused on delivering customized products and services built on innovative thinking and leading technology.

CIBC aspires to be a strong, innovative, relationship-oriented bank. Our vision is to be the leader in client relationships. We will build the most trusting and enduring client relationships by putting our clients at the center of all that we do. We will listen intently to our clients, offering them what they need, and striving to exceed their expectations. Our values can be summarized as Trust, Teamwork and Accountability.

Our vision comes to life through our values and our ability to demonstrate them in our everyday decisions, actions and interactions with our clients, team members, communities, and shareholders.

The Capital Markets arm of CIBC provides corporate, government and institutional clients with innovative solutions to help them raise capital and grow and invest actively throughout North America and key financial centers around the world. To deliver on its vision to be our clients' preferred capital markets banking partner across multiple products and services, both in Canada and where our core competencies can be exported. The Capital Markets mission is to bring Canadian Capital Markets products to Canada and the rest of the world, and also bring the world to Canada.

The Alternate Solution Group (ASG) is part of the Global Markets business. The group is

responsible for deploying and executing on a number of market leading, innovative payment and money movement solutions servicing financial institutions, public sector clients, corporates, small businesses and CIBC's retail branch network. ASG is a FinTech oriented disrupter with market leading foreign exchange capabilities. Unlike traditional FinTech organizations, CIBC provides a high degree of safety and security as one of the strongest financial institutions in North America.

Major Activities:

The successful candidate will help lead Sales & Distribution for the LATAM region for the Alternate Solutions Group. The role has revenue responsibility across all ASG products within the LATAM region across all client verticals.

Candidates must have a proven track record of generating material revenue from new businesses with proven ability to acquire new clients on mass. The candidate must be able to thrive in a client focused, results driven dynamic environment. Extensive travel will be required.

Accountabilities of Position:

The successful candidate will be accountable for the following core responsibilities:

New Client Origination -responsible for extensive new client acquisition across ASG products targeting financial institutions, public sector clients and corporates within the LATAM region. The successful candidate must have a proven track record of signing a significant number of new clients in short periods of time with material revenue attribution.

Creation & Management of Marketing Collateral –the candidate will be responsible for ASG's marketing budget within the LATAM region. The candidate must create and manage all client-facing materials including complex RFP documents, pitchbooks, presentation decks, brochures and digital media. Knowledge of key industry conferences is required along with a proven track record of generating new sales cycles and closing new leads as a result of participation in industry conferences and events.

Relationship Management –responsible for managing all existing client relationships within the LATAM region. The candidate must have a historical track record of developing and executing specific client strategies that result in material YoY revenue growth.

Contracting -responsible for structuring and negotiating complex client agreements. The candidate must also lead KYC processes / on-boarding of all new clients within the LATAM

region. Strong partnership with internal infrastructure groups is required. The successful candidate must demonstrate a proven track record of managing end-to-end contracting processes.

Strategy & Business Infrastructure –responsible for developing a robust distribution strategy supporting new client acquisition for existing products within the LATAM region. The successful candidate must also build business cases and develop the go-to-market strategy for new product launches within the region. The candidate must have a proven track record of securing contractual commitments before products have been launched / are established within the market.

Knowledge / Skill Requirements:

Education – Knowledge of Capital Markets and Financial Technology (FinTech) sector acquired through University degree and industry experience.

Industry Experience –minimum of 10 years' experience in a Capital Markets / FinTech environment. Must have extensive experience and proven track record selling technology enabled payment solutions. The candidate must demonstrate significant new client acquisition and material revenue generation. The candidate must also have knowledge of current financial markets and an understanding of competitive environment / current market transactions.

Language – must be fluent in Spanish and English, fluency in Portuguese or other languages also preferred.

Sales Management – must have experience managing the global sales strategy and coaching marketers across regions. Proficient with all sales reporting functions including managing global pipelines and CRM functions.

Driven to succeed –ability to work in a results-oriented team and motivated by exceeding revenue goals and striving to make a positive impact across the business. Pushes the status quo and brings actionable ideas to grow the business. Must have proven track record growing new businesses with revenue attribution as a direct result of new client acquisition.

Detail oriented – ability to multi-task in a fluid environment while maintaining focus. Ability to work and resolve issues independently (both from a client and internal perspective).

Collaborative –Confident, assertive, and able to function in a fast-paced environment. Strong interpersonal skills, selling skills, and team player skills. Ability to very quickly acquire knowledge to demonstrate competence and add value to the transaction and client relationships.

Analytical - Excellent analytical and intellectual capabilities; proven ability to draft comprehensive proposals using advanced functions in PowerPoint, Excel, Word.

Communication -Exceptional communication skills to be effective in large client presentations, 1:1 client meetings and cold calls. Ability to effectively communicate with internal stakeholders to influence decisions.

Time Management Ability to prioritize tasks and create a focus around what is strategically important. Approachable, viewed as a partner and eager to assist in all aspects of the business.

CROSS-FUNCTIONAL RELATIONSHIPS:

Business line leaders across Capital Markets

Functional leaders in Risk Management, Finance, Compliance, Tax, Legal, AML, and Human Resources

COMPLIANCE REQUIREMENTS/RESPONSIBILITIES:

Work effectively within CIBC's corporate governance practices and policies (e.g. Risk Management, Finance, Human Resources, Legal and Compliance) to ensure all potential risks are appropriately addressed and that CIBC legal/reputation issues and shareholder objectives are covered, and to promote the firm's vision, mission and values

As an employee of CIBC, the incumbent must comply with all applicable CIBC and Line of Business policies, standards, guidelines and controls

WORKING CONDITIONS:

Open concept trading floor environment with exposure to noise and distractions

Often required to work beyond normal business hours

Extensive travel / time-away from the office is required

Ce que vous devez savoir

La Banque CIBC s'est engagée à créer un milieu de travail intégrateur où tous les membres de l'équipe et les clients se sentent à leur place. Nous recherchons des candidats dotés d'un large éventail de compétences et offrons une expérience accessible aux candidats. Si vous avez besoin d'une solution d'adaptation, écrivez à .

Vous devez être légalement admissible à travailler au Canada dans les lieux précisés ci-dessus et, s'il y a lieu, détenir un permis de travail ou d'études valide.

Lieu de travail

Bogota-Colombia

Ces renseignements peuvent changer en fonction des besoins de l'entreprise.

Type d'emploi

Permanent

Heures de travail hebdomadaires

40

Compétences

Analyse de données, Analyse du marché, Communication, Entreprises, Gestion de la relation clientèle, instruments dérivés sur actions, Marché mondial, Marchés des capitaux, Marchés financiers, Processus d'affaires, Produits dérivés sur taux d'intérêt, transaction sur le marché

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