



BiermannPartners AG

Our core competence lies in the worldwide identification, direct address and evaluation of executives and specialists in banking. Thanks to the very close contact to executives and strategic decision-makers, we generate unknown possibilities and ideas consecutively. During the selection process of the best associates possible, we set ourselves apart from our contestants with new ways and define ourselves through confidence, reliability, teamwork and flexibility. We are executive search consultants – but we even more see ourselves as “information managers”.

Senior Sales Global Transaction Services

Company

For our client, a global leading investment Bank we are looking for a Senior Sales Global Transaction Services Person to be based in Zurich, Switzerland. The bank's corporate services for corporate clients and financial institutions include domestic and cross-border payments, professional risk mitigation for international trade and the provision of trust, agency, depositary, custody and related services. Business units include Cash Management, Trade Finance, Capital Market Sales and Trust & Securities Services. The Cash Management for Corporates team is based in Zurich and covers large Swiss and multi-national corporate clients head-quartered in Switzerland.

Tasks

- Sales of international Cash Management Products to corporate clients; client base would be mainly large-cap Swiss corporate as well as multi-national corporates with their European / international headquarters in Switzerland
- Global P&L responsibility for client's cash management needs co-ordinating and supporting client sales teams in Europe, US and Asia
- Strong focus on acquisition of new clients, in addition to maintaining and growing a portfolio of existing cash management relationships
- Support of the Sales Team in marketing activities in Switzerland and abroad
- Advise clients of state-of-the-art cash management solutions incl. liquidity management, outsourcing of treasury activity, payment factory and Shared Services Center set-up in an international context
- Cross-sell into other areas of the bank
- Preparation of presentations and organizing client meetings



Profile

- Ideally 3-5 years market related experience in corporate banking, ideally in cash management sales
- Good communication skills to all level of clients
- Good sales and client acquisition skills, proven ability to build relationships
- Strong team player within this department
- Basic credit knowledge required
- Fluent in English is a must, basic German skills are required, French an additional asset
- Ability to work well under pressure, priorities accordingly and also ability to work to tight deadlines
- Extensive travel within Switzerland, some overseas travel may be require

Contact

If this job description suits you, we are looking forward to get to know you personally. You can send your application dossier to bewerbungen@biermann-partners.ch. For any further questions, please do not hesitate contacting us on +41 44 213 62 20.