



## Relationship Manager, Institutional Banking

A career with Capital G, is more than just a job. When we say 'Welcome to the Family' we mean it. We're currently looking for someone to join our team as a Relationship Manager, Institutional Banking. See if you have what it takes to join our growing family.

Reporting to the Head of Institutional Sales, the Relationship Manager's primary responsibility is to generate new institutional banking relationships for the group. In addition, the incumbent will be responsible to service and maintain existing relationships and in line with annual plan objectives.

### **Primary Responsibilities Include:**

Growth of new relationships whilst striving to enhance, maintain and deepen relationships with existing institutional clients.

- Effectively communicate the features and benefits of bank's products and services helping our institutional clients achieve their corporate objectives
- Responsive to client inquiries and issues in addition to being able to effectively prioritize issues, tasks and follow-up items while remaining focused on sales initiatives
- Keeping abreast of changes in the local International Business environment
- Identification of cross selling opportunities across the bank's primary lines of distribution and product offerings
- Support the Head of Institutional Sales in the preparation of management and client reporting including new product development initiatives

### **The successful candidate must have:**

- University graduate
- Minimum of 5 years experience working in an Institutional Banking environment with a focus on the captive, insurance and re-insurance market place
- Strong business acumen with a well established network in international business combined with a proven track record of success in development of Institutional Banking relationships
- Sound analytical skills with demonstrated experience in structuring solutions ranging from credit and treasury to investment management.
- Excellent verbal and written communication skills
- Ability to speak Spanish is an asset

*Capital G is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.*

Please submit a detailed cover letter and résumé no later than 1st February, 2013 to:

**Human Resources Department**  
**19 Reid Street, Hamilton HM 11**  
**P.O. Box HM 1194, Hamilton HM EX**  
**Email: kmartins@capitalg.bm**  
**Fax: + 441.296.7701**

www.capital-g.com | 441.296.6969 | 19 Reid Street, Hamilton HM11, Bermuda

*We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted.*