



— INTELLIGENT-GROWTH

## Senior Vice President, Sales & Head of 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 fill the role of **Senior Vice President, Sales & Head of Institutional Banking** at Capital G Bank Limited. See if you have what it takes to join our growing family.

The incumbent is responsible for leading the sales efforts for the Capital G Group of Companies, and is also the lead relationship manager for Institutional Banking. This role is responsible for the development and execution of the annual sales plan and associated goals across all frontline business units in alignment with the Bank's group strategy for growth and risk appetite, as well as the management and coaching of a team of relationship officers.

### Primary Responsibilities include:

- Growth of new relationships whilst striving to enhance, maintain and deepen relationships with existing Bank clients across all business units
- Ensuring the provision of value-added products and services to existing or potential institutional banking clients
- Building and maintaining strong and effective relationships with Asset Management, Treasury, Lending and Wealth Management in order to achieve group goals and objectives, including cross-selling targets
- Working with Product Management in the development of new offerings and potential transaction opportunities both for the Bank and Institutional Banking more specifically
- Developing annual sales strategy, planning and coordinating that plan's execution across departmental lines ensuring technical support for sales activities and assisting with setting/monitoring goals
- Monitoring and reporting on the various business groups as to their success relative to sales goals
- Keeping abreast of changes in the international environment and reposition the offering to remain relevant. This includes quarterly to management committees and board of directors as required
- Managing and developing Relationship Manager(s) and support staff in order to ensure a team capable of carrying out effective sales and service initiatives
- Managing the sales effort across all lines of the Banking business, driving actions and initiatives as required
- Direct implementation and execution of sales policies and practices
- Ensuring communications and initiatives are coordinated in collaboration with the Head of Marketing and Product Management

- Managing annual business development events (notably conferences) in collaboration with the Head of Marketing and Product Management; oversight of budgeting as applicable, ensuring attendance is effective and managing the overall strategic direction of the Bank efforts

### Candidates must possess the following:

- University graduate with at least 10 years of relevant banking experience and at least 5 years at a senior sales capacity in an institutional or corporate banking environment
- Strong business acumen with a well-established network in institutional/corporate circles combined with a proven track record of profitable development of such relationships
- Solid strategic planning skills
- Sound analytical skills with demonstrated experience in structuring solutions ranging from credit and treasury to investment management; problem analysis and resolution at both a strategic and functional level
- Deep understanding of capital markets with emphasis on fixed income, FX and related derivative markets
- Detailed knowledge of insurance/reinsurance/captives; international insurance markets; ILS entities
- Ability to forge relationships and build a network throughout the institution.
- Strong decision-making skills and ability to adapt to changing priorities and efficiently manage multiple tasks simultaneously
- Strong leadership skills and a demonstrated ability to lead people and get results through others
- Demonstrated ability to plan efforts in advance and proactively over a 1-2 year time span

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 November 12th, 2013 to:

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

www.capital-g.com | 441.296.6969

Head Office: 19 Reid Street, Hamilton HM11, Bermuda | Paget Plaza: 161 South Road, Paget DV04, Bermuda

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