



JON
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executive search

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Director, Institutional Interest Rate Sales

- Global Investment Bank
- Leading Interest Rate Sales Platform
- Sydney based

An experienced Institutional Sales person is required by this global banking group to market Interest Rates Derivative and Cash products to top-end Corporate clients.

Key responsibilities:

- Facilitate and grow the turnover in Rates Derivative and Cash products;
- Proactive provision of trading ideas, research, market information etc to facilitate trading activity between the bank and its investor base;
- Coordinate regularly with sales and trading globally - to report on market movements, investor sentiment and actively engage the trading desks;
- Work with the origination and syndication team to achieve primary issuance targets.

Skills and Experience:

- Minimum of 5 years experience in Interest Rate Derivatives sales covering top-end Corporate clients;
- Proven track record of origination and deal execution as well as strong leadership skills;
- Strong Interest Rate product marketing experience will be highly valued;
- Strong communication and interpersonal skills are essential.