

Sr. Advisor – Global Cash Management

**SVB Financial Group overview:**

SVB Financial Group provides diversified financial services to [emerging](#), [growth](#) and [established](#) technology companies and the [life science](#), [venture capital/private equity](#) and [premium wine](#) markets. Through its focus on these specialized markets and its extensive knowledge of the people and business issues driving them, SVB Financial Group provides a level of service and partnership that measurably impacts its clients' success.

SVBFG has approximately 1,300 employees, \$11 billion in assets, and 32 offices serving entrepreneurs around the world – 27 in the United States, and five outside the United States (in London, U.K.; Herzliya, Israel; Mumbai and Bangalore, India; and Shanghai, China).

SVB has built a culture based on four core values: being enterprising, ethical, driven and dedicated. Both internally and with our clients, we value professionalism and emphasize its importance in communication, responsiveness, approach and appearance.

**Job Description:**

Senior Advisor is responsible for:

- Providing consultative sales with a focus on “business solutions” and enhancing client relationships through treasury & payment products and services.
- Maintaining current client relationships as well as identifying business development opportunities for new clients in our Corporate Finance market segment.
- Primary objectives will be related to increased profit and revenue for specific portfolio, creative problem solving, gathering and sharing market intelligence regarding competition providers, and strategic client and market planning.
- Must be considered a lead expert in Global Treasury Management and assist in strategy development to meet sales and product penetration goals.
- Works closely with Relationship Managers and related product groups to determine needs and to insure continuous account penetration and customer satisfaction.
- Maintains a thorough, in depth knowledge of the Bank’s cash management products and services, while keeping up to date on market news and events.
- Responsible for generating new business and enhancing existing client relationships through a consultative sales approach combined with excellent negotiation and presentation skills.
- Responsible for cross selling other international banking products to clients.

**Skills & Requirements:**

- 15 + years of banking experience, with at least 5 years as a global treasury sales officer supporting commercial and corporate cash management clients.
- College degree required, MBA desirable.
- CTP or CCM desirable.

Ideal candidates should be:

- Highly motivated, self directed and focused.
- Have sales aptitude, attention to detail and ability to work under time constraints.
- Should possess analytic skills and understand financial and risk management processes.