

Sr. Advisor

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 Foreign Exchange Sales specialist is responsible for:

- Delivering a full range of foreign exchange products to corporate clients within a geographic market.
- Works closely with Relationship Managers and related product groups to determine FX needs and to insure continuous account penetration and customer satisfaction.
- Maintains a thorough, in depth knowledge of the Bank's FX products and services, while keeping up to date on market news and events.
- Monitors trends and developments in customer's businesses and in the financials services industry and recommends solutions that can enhance customer relationships, reduce customers FX risk, generate income for the Bank, and retain and improve the Bank's competitive position in the market.
- Provides training to Relationship Managers and other Product Specialists in Foreign Exchange products to generate sales referrals.
- 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:

- Banker with 10+ years of relevant foreign exchange experience either in sales or on a trading desk.
- Significant experience in sales and business development with a proven track record in developing complex client relationships.
- Must be a self-starter with demonstrated ability to take initiative and work independently.
- Strong cross-functional team skills.
- Serves as a senior international resource to the bank with the ability to assist and train others.
- Foreign exchange sales experience is essential.
- Working knowledge of international treasury and trade finance is preferred.
- Solid risk management, negotiating and closing skills.
- Excellent interpersonal skills to deal with both internal and external clients.
- Advances PC skills including Excel, Bloomberg, Reuters.