



GlobalTradeJobs

Full Job Description

Senior Global Trade Solutions Officer

- (066081)

At Bank of the West, our people are having a positive impact on the world. We're investing where we feel we can make the most impact, like advancing diversity and women entrepreneurship programs, financing for more small businesses, and promoting programs for sustainable energy. From our locations across the U.S., Bank of the West is taking action to help protect the planet, improve people's lives, and strengthen communities. We are part of BNP Paribas, a global leader supporting the UN Sustainable Development Goals (SDGs). Yes, we're a bank, but as the bank for a changing world, we are continually seeking to improve the ways we help our customers, while contributing to more sustainable and equitable growth.

Job Description Summary

(i) Structure and execute GTS standard GTS transaction independently with minimum supervision . (ii) Upon request of Head of GS, takes ownership of on

sensitive/ strategic business development or infrastructure projects. (iii) Act as a GTS junior sales person on a confined list of assigned Bank of the West clients and prospect. Under supervision of a more senior GTS team member, sales responsibilities would include, in partnership with Relationship Managers, (i) identifying opportunities on the assigned scope across the full range of the GTS product suite, (ii) structuring/ delivering the solutions, and (iii) generating fee and interest income for GTS by maintaining existing and developing new GTS relationships.

Essential Job Functions

- **Structuring and Sales support: -Marketing Support: Identification of sales opportunities for Global Trade Officers III or the GTS Structured Solution Specialist -Structuring Support: draft term sheet, propose/ assess structuring features and security packages, interact with distribution teams to ensure proper pricing, supervise pricing/GRR models update and development.**
- **-Credit support : prepare credit support memo, manage the credit process jointly with the relevant coverage team, interact with Risk Officer and CPO to explain structures -Transaction Execution: include all new/amended transaction pre closing execution tasks (negotiation of legal documentation, liaison with distribution teams, explanation of structure to internal functions; Legal, LMO, etc.) from credit approval to closing. Be the referral point for post-closing execution as needed. .**
- **Management support: -Product/Infrastructure development: Lead to product development/ infrastructure enhancement initiatives -Portfolio Management: Translate management needs into deliverables and**

supervise the production of tools to monitor performance and risk indicators

- **Junior GTS sales role: on a confined scope and under supervision from a senior GTS team member -Partners with CBG and RBG Relationship Managers to cultivate clients and prospects for the sale of Global Trade Solutions -Generates the targeted amount of new business revenues in a given year by identifying markets within and outside of the Bank's customer base -Reconciles most GTS sales issues on assigned market and ensures questions concerning GTS are duly and timely addressed -Leads phone and physical meetings with prospects, alone or together with the assigned Relationship Managers -Submits reports on sales activity (call report, pipeline) and maintains records for management supervision and best practice sharing -Interacts with professional organizations as sources of referral**

Other Job Duties

- **Performs other duties as assigned.**

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Required Experience

- **Requires deep knowledge of job area typically obtained through advanced education combined with experience.**
- **Typically viewed as a specialist within discipline.**
- **May have broad knowledge of project management.**
- **Requires 7 years minimum prior relevant experience.**

Education

- **Bachelor's Degree**

Skills

- **Good knowledge Trade Finance and/or Supply Chain products and services intended for corporate clients with international activity.**
- **Track record of executing complex and/or syndicated trade and/or supply chain management transactions.**
- **Analytical, ability to research and digest information.**
- **Sound understanding of accounting principles and financial statement analysis.**
- **Strong problem solving skills that can be translated into financial structures with an emphasis on mitigating credit and transaction risks under various trade financing structures.**
- **Aptitude for understanding and negotiating legal documentation.**
- **Good internal and external client marketing and service skills, including strong written and interpersonal communications skills.**
- **Team player.**
- **Excellent organizational skills, with strong capacity for autonomy after given direction.**

- **Resilient and committed – able to deliver within tight deadlines and under pressure.**

To protect the health and safety of our employees and customers, Bank of the West may require all U.S. employees to provide proof of their vaccination status. Employees who are not fully vaccinated may undergo regular testing.

Annual Hiring Range/Hourly Rate:

\$93,000 - \$130,000

The base salary opportunity can vary based on candidate's geographic location, experience, knowledge, skills, and abilities. In addition to base salary, this position is eligible for annual incentives.

Benefits: Visit <https://www.bankofthewest.com/about-us/careers/benefits.html> for benefits information.

Equal Employment Opportunity Policy

Bank of the West is an Equal Opportunity employer and proud to provide equal employment opportunity to all job seekers without regard to any status protected by applicable law. Bank of the West is also an Affirmative Action employer - Minority / Female / Disabled / Veteran.

Bank of the West will consider for employment qualified applicants with criminal histories pursuant to the San Francisco Fair Chance Ordinance subject to the requirements of all state and federal laws and regulations.

Primary Location United States-Illinois-Chicago

Other Locations United States-Colorado

Job Sales and Sales Related