

Mexico Jobs Expertini®

Payments - Non-Bank Financial Institutions, Latin America Sales - Executive

Director

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Company: JPMorgan Chase & Co.

Location: Mexico City

Category: other-general

Join our dynamic Latin American Financial Institutions Group team as head of Non-Bank Financial Institutions Sales for the region with responsibility across the entire suite of Payments products and solutions.

Position Summary:

As Head of Non-Bank Financial Institutions (NBFI) Sales for Latin America, you will be responsible for origination and execution of new business across the asset management, insurance, fintech and credit management sectors with strong expertise in one or more of these segments. The candidate needs to drive and ensure seamless execution of the growth strategy (inbound/outbound) across the LATAM region.

As the Non-Bank Financial Institutions sector continues to show strong momentum across the LATAM region, we are looking for a strong hunter to grow and develop Payment's products sales & revenue. The candidate will lead the LATAM NBFI segment in Payments, working closely with NBFI Sales across all countries in LATAM, driving growth across the asset management, insurance, fintech and credit management sectors in the region. The role will also have regional accountability for certain strategically focused clients. Industry experience with an existing network across the region is preferential.

The candidate requires to be a strong team player who will work collaboratively with global, and regional stakeholders including Global Corporate Bank, Securities Services, Markets, Investor Client Management and other CIB colleagues.

This role reports directly to the head of FIG Sales for LATAM and also has accountability to

the global head of NBF Sales.

The position is based either in Mexico or Brazil. The team is based in Mexico, Brazil, Colombia, Argentina and Chile.

Job Responsibilities:

Sales of the entire Payments product suite/solution, including treasury services which covers core cash clearing, liquidity management and foreign exchange solutions; and information management solutions to clients.

Achieve new business goals, including the annual sales plan for self and the regional team at target margins by identifying prospects/opportunities, developing the approach/account and calling plans and engaging partners/ senior managers to influence prospective clients.

Think strategically and lead growth across the asset management, insurance, fintech and credit management sectors, including sharing best practices with peers.

Encourage outside of the square thinking to come up with new ideas for growing the business.

Maintain an extensive network of internal partners to provide connectivity across the firm and promote cross regional collaboration.

Understand the unique challenges and requirements in the industry/client segment and partner with internal stakeholders in the development, implementation and delivery of complex products and solutions.

Build trusted, long-term Payments business relationships by taking a holistic and forward-looking view on our relationships, and identifying ways to help clients achieve their most important business/treasury objectives. Demonstrate consistent optimism around the business and resiliency when faced with challenges.

Managing and supervising the entire sales process; and engaging in client onboarding activities which include but not limited to client due diligence in accordance with . Morgan's internal guidelines in AML and KYCs. For certain clients, there will also be a requirement for the candidate to take ownership for Know Your Customer (KYC) records.

Promote an effective operation risk environment including but not limited to accurate and timely renewals and completion of KYCs and other internal reporting /approval requirements.

Handle AML/Sanction related inquiry (RFIs) at both transactional or relationship levels; work with client and internal teams to smoothen the compliance investigations and screening.

Work as a team and provide leadership to organize and coordinate client events as to promote and strengthen . Morgan's franchise.

Participate and contribute in end-to-end product and service reviews to ensure constant improvement in our solution offerings.

Flexibility for travel when needed.

Required qualifications, capabilities and skills :

Bachelor's degree or equivalent in Finance, Economics, Business Administration, or a related field.

8 or more years of Payments Sales experience, in the Non-Bank Financial Institutions segments.

Exceptional sales management experience in Treasury Services with established network and ability to build and develop client relationships, win and close new businesses.

Deep product/solution set knowledge (Cash, Liquidity, foreign exchange, information management) that are relevant to the market and demonstrated track record of success.

Have strong drive to ensure all facets of the business succeed and maintain financial rigor for the portfolio.

Understanding of the regulatory and compliance environment in the market with strong experience in AML/KYC risk and control process.

Excellent communication, influencing and negotiation skills.

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