

Turkey Jobs Expertini®

STF Lead Originator Turkey & Central Asia

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Company: ADM

Location: İstanbul

Category: other-general

Job Description

The STF Lead Originator Turkey & Central Asia, Structured Trade Finance, is a leadership role that will drive business growth and origination for the assigned geography. In this role, you will lead the development of new business opportunities and existing relationships with banks and corporates to support growth initiatives. You will develop an understanding of customer's financial needs and provide them with financial solutions that fit those needs.

Accountabilities

Develop and maintain deep relationships with strategic internal and external stakeholders.

Ensure proper understanding and compliance with the regulations applicable to each transaction.

Develop deep knowledge of the customer business strategy and explore and develop new customers/industries related to trade in the assigned geography.

Collaborate with functional and trading teams to develop new customers in the assigned geography, growing the business to achieve revenue objectives.

Develop a deep understanding of all funding structures and market these structures to new and existing customers.

Develop and structure complex financing origination proposals that represent maximum value optimization to the customer and business and address the customer's key issues, needs and requirements.

Independently handle complex issues with minimal supervision, while escalating only the most complex issues to the Reporting Manager Other duties as assigned.

Requirements:

Bachelor's degree in a related field or equivalent experience. CFA/MBA Finance preferred.

Minimum of Ten years of related in Structured trade finance or Treasury

Sound knowledge of Trade & capital markets, Islamic Products in Turkey

Good understanding of corporate finance, bank instruments and trade finance products through working in the corporate, trade and/or FI business division of banks/corporates.

Ability to understand and analyze corporate and financial institution financial statements.

Highly numerate with the ability and experience to understand financial products and transactions.

Fluent in English and Turkish

Good existing relationships with major Banks & Institutions in Turkey

An MBA/CFA/Qualified Finance Professional from an institute of repute Along with Trade related Certifications is nice to have

Willingness to work onsite 5 days per week in our office (Maslak)

Offer

Competitive salary & benefits including private medical care, Multinet card and Sodexo card.

Language courses paid for by the employer

ADM truly cares for its employees, and provides great support, particularly in times of crisis.

You can connect what you do with the positive impact that it has on the future of the food industry

A great opportunity to grow and develop in a team of professionals. There is room for innovative thinking, and knowledge sharing across geographies enabling continuous learning & career growth.

Yes, we offer flex work! Managers and colleagues are encouraged to discuss and enable the flexibility that is needed to meet the demands of work and life

Did we mention DE&I? We are working on growing our ERGs, and strictly applying our inclusive hiring policy to all recruitments. A diverse set of benefits such as mentoring programs, employee assistance programs, and many more depending on your location or work.

#IncludingYou

Diversity, equity, inclusion and belonging are cornerstones of ADM's efforts to continue innovating, driving growth, and delivering outstanding performance. We are committed to attracting and retaining a diverse workforce and create welcoming, truly inclusive work environments — environments that enable every ADM colleague to feel comfortable on the job, make meaningful contributions to our success, and grow their career. We respect and value the unique backgrounds and experiences that each person can bring to ADM because we know that diversity of perspectives makes us better, together.

For more information regarding our efforts to advance Diversity, Equity, Inclusion & Belonging, please visit our website here:

#LI-Onsite

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