

Latin American Derivatives Marketing

Location -New York

Capital Markets - A top bank is seeking a senior Latin American client marketer. The role will be to work closely with DCM and commercial banking lending officers across Latin America. The marketer will focus on the expansion and development of existing business in derivatives and FX, covering Mexico, the Andean region and Brazil.

The Ideal Candidate's Qualifications:

1. Fluency in Spanish. Fluency/proficiency in Portuguese.
2. 10+ years of prior experience of managing derivative marketing relationships with derivative product experience in currency and interest rate hedging - marketing directly of swaps and options for liability or asset risk management.
3. Experience and understanding of the entire banking models business in Chile, Colombia, Mexico, Peru and Brazil, including regulation and tax issues for both onshore and offshore booking.
4. Have strong, current and active client relationships across Latin American target markets that can be leveraged at the bank. Responsibilities Expand existing business and develop new business, utilizing the input from existing banking teams as well as the current derivative products group, DCM sales and trading groups. Develop a full business strategy to optimize opportunities for derivative and FX product business in Latin America with corporates, financial institutions, supranationals and sovereigns.

Qualifications - At least 10 years of prior experience in interest rate and currency derivative products marketing. Fluency in Spanish and fluency/proficiency in Portuguese will be a significant advantage. Knowledge of the derivatives business structure in all the Latin American countries in which the bank does business. Some travel to American Rep offices to meet with clients is required.

Interested candidates should email their resume to michael.taylor@limestone-financial.com.