

Argentina Jobs Expertini®

AVP-Relationship Manager

Apply Now

Company: Moody's

Location: Buenos Aires

Category: arts-design-entertainment-sports-and-media

Moody's is a developmental culture where we value candidates who are willing to grow. So, if you are excited about this opportunity but don't meet every single requirement, please apply! You may be a perfect fit for this role or other open roles.

Moody's is a global integrated risk assessment firm that empowers organizations to make better decisions.

At Moody's, we're taking action. We're hiring diverse talent and providing underrepresented groups with equitable opportunities in their careers. We're educating, empowering and elevating our people, and creating a workplace where each person can be their true selves, reach their full potential and thrive on every level. Learn more about our DE&I

initiatives, employee development programs and view our annual DE&I Report at

The Moody's Local AVP Relationship Manager main focus is expanding and developing new business relationships within Argentina and Uruguay autonomously with moderate supervision by the General Manager.

What will the AVP-Relationship Manager do?

Expand customer base and manage relationship with key existing accounts

Will proactively handle a portfolio of existing accounts, prospective accounts and will be responsible for the relationship with intermediaries for Argentina and Uruguay domestic markets.

Responsible for outreach plan strategy and execution in-person calling on every key account.

Ensure we have an opportunity to bid for close to 100% of all domestic transactions, and generate leads for domestic markets

Negotiate pricing, contracts, renewals.

Deliver and deploy strategic business development plan to grow new mandates/business for the Argentina and Uruguay domestic markets.

RM will be expected to spend 60% of their time on the road meeting customers.

Will support the General Manager with business development responsibilities and the delivery of a strategic business development plan to grow new mandates/business for Argentina and Uruguay

May contribute to the General Manager's responsibility to the design, implement and improve business development and customer outreach strategies for the territory.

Conduct meetings with customers, prospective customers, investors and intermediaries as needed by the business

Support the Moody's Events team identifying key visibility opportunities for the franchise

Can represent RM team in LOB meetings where applicable.

Will provide effective guidance to supporting Associates.

Can provide support to other sub-regions.

Maintain active relationships with issuers at all levels independently and with minimal oversight

Effectively prepare and conduct telephone several daily telephone conversations or in-person meetings with issuers at all levels independently and minimal oversight

Able to hold a 60 minutes in person meeting with a Group treasurer and or CFO (of issuers in a smaller, less complex sub-region and/or Line of Business)

Articulate and explain Moody's value proposition

Able to negotiate and defend pricing, contracts, and renewals. Where applicable draft tender documents

In-depth understanding of players, main financial instruments, key characteristics and

dynamics of capital and credit markets in their market segment / territory

Able to read financial statements to identify financial needs and understand the financial strategy of each firm

Excellent understanding of Moody's service suite, contracts and general conduct of business

Understands the concept of full ownership of their customers and targets

Able to easily switch from Account Management to Business Development activities

High autonomy in achieving business objectives

Full product proficiency (fully proficient in our product suite)

#LI-Hybrid

#LI-RA

Qualifications :

Undergraduate degree preferably in finance, accounting, business or economics.

Master's degree or MBA desirable

Solid years of experience in the financial services industry is required.

Previous experience in sales & marketing is desired

Solid interpersonal skills

Strong negotiation and influencing skills

Solid knowledge of domestic capital markets (Argentina & UY)

Availability to travel within Argentina and UY

5+ years of relevant work experience

Proficiency in English.

Moody's is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected

veteran status, sexual orientation, gender expression, gender identity or any other characteristic protected by law.

[Apply Now](#)

Cross References and Citations:

1. [AVP-Relationship Manager Shenzhenjobs Jobs Buenos AiresShenzhenjobs ↗](#)
2. [AVP-Relationship Manager Techstartupjobs Jobs Buenos AiresTechstartupjobs ↗](#)
3. [AVP-Relationship Manager Helsinkijobs Jobs Buenos AiresHelsinkijobs ↗](#)
4. [AVP-Relationship Manager Jakartajobs Jobs Buenos AiresJakartajobs ↗](#)
5. [AVP-Relationship Manager Radiologistjobs Jobs Buenos AiresRadiologistjobs ↗](#)
6. [AVP-Relationship Manager Universityjobsnearme Jobs Buenos Aires Universityjobsnearme ↗](#)
7. [AVP-Relationship Manager Makkahjobs Jobs Buenos AiresMakkahjobs ↗](#)
8. [AVP-Relationship Manager MoscowjobsJobs Buenos AiresMoscowjobs↗](#)
9. [AVP-Relationship Manager Warehousejobsnearme Jobs Buenos Aires Warehousejobsnearme ↗](#)
10. [AVP-Relationship Manager Germanyjobs Jobs Buenos AiresGermanyjobs ↗](#)
11. [AVP-Relationship Manager AgilejobsnearmeJobs Buenos AiresAgilejobsnearme↗](#)
12. [AVP-Relationship Manager DallasjobsJobs Buenos AiresDallasjobs↗](#)
13. [AVP-Relationship Manager Perhourjobs Jobs Buenos AiresPerhourjobs ↗](#)
14. [AVP-Relationship Manager Latinamericajobscentral Jobs Buenos Aires Latinamericajobscentral ↗](#)
15. [AVP-Relationship Manager Sapjobs Jobs Buenos AiresSapjobs ↗](#)
16. [AVP-Relationship Manager EntertainmentjobsnearmeJobs Buenos Aires Entertainmentjobsnearme↗](#)
17. [AVP-Relationship Manager Logisticsjobs Jobs Buenos AiresLogisticsjobs ↗](#)
18. [AVP-Relationship Manager PerujobsJobs Buenos AiresPerujobs↗](#)
19. [Avp-relationship manager Jobs Buenos aires ↗](#)

20. **AMP Version of Avp-relationship manager** ↗
21. **Avp-relationship manager Buenos aires Jobs** ↗
22. **Avp-relationship manager Jobs Buenos aires** ↗
23. **Avp-relationship manager Job Search** ↗
24. **Avp-relationship manager Search** ↗
25. **Avp-relationship manager Find Jobs** ↗

Source: <https://ar.expertini.com/jobs/job/avp-relationship-manager-buenos-aires-moody-s-9474095435/>

Generated on: 2024-05-06 by Expertini.Com