

Latam Fixed Income Sales Specialist

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Company: CapitalHumano

Location: Buenos Aires

Category: other-general

Descripción del puesto

We are looking for professionals with experience in the private investment market to work abroad in a London-based firm specialised in Global Fixed Income.

The candidate will be required to set up and establish fixed income business within Latam.

The candidate will have previous experience within this role with a strong desire to establish himself as franchise manager leading to further hires. Requirements will include the capacity to promote the franchise internally to colleagues and market products to a specific client base. They will join a mature and established team of professionals with a very strong track record in the field of Credit, Securitisation, and Structured solutions. The team is made up of sales, origination and legal. The position will involve daily coverage of Latam based clients along with other Latam focused investors globally.

Experience:

- At least 3 to 5 year experience in the Latam sector
- Deep knowledge of the investor base, established relationships, with both large and middle market clients, in this space
- Understanding of price dynamics and market behaviour
- Ability to consistently provide price indications to investors

Character:

- Integrity and strong work ethic
- Entrepreneurial and Solution Oriented
- Ability to elaborate information very quickly

- Team work
- Result driven
- Able to work under pressure
- Motivated, proactive and self-starting

What the firm offers:

- Meritocratic and highly motivating pay structure
- Ability to travel frequently
- Life-work balance
- Private medical and dental care

Send us your intro + CV in English with salary expectations

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