

INSTITUTIONAL SALES DIRECTOR

Federal Home Loan Bank

\$76.1B Assets

Chicago, IL

The Federal Home Loan Bank of Chicago is a \$76.1 billion wholesale bank and one of 11 district banks chartered in 1932 by the U.S. Congress to improve the availability of funds to support home ownership. The FHLB Chicago is a member-owned cooperative serving members in our district of Illinois and Wisconsin. All federally insured depository institutions, insurance companies engaged in residential housing finance, credit unions, and community development financial institutions located in our district are eligible to apply for membership. Today, the FHLBank System, which is regulated by the Federal Housing Finance Agency, has more than 7,200 members.

The Institutional Sales Director will primarily be responsible for client business development and relationship management within the insurance sector of FHLB Chicago's footprint (IL and WI district).

DUTIES AND RESPONSIBILITIES:

- Markets banking products and services to clients and prospects.
- Services existing client relationships and develops and cultivates relationships with new clients.
- Acts as consultant and trusted advisor to client contacts - negotiating credit arrangements, promoting and selling new solutions, and generating ideas for new business opportunities.
- Maintain and develop existing insurance client relationships through usage of FHLB Chicago's products and services.
- Promote FHLB Chicago to prospective insurance company clients through client events, relationships with third party influencers (asset managers, rating agencies, regulators), and other marketing efforts.
- Work closely with other departments at the FHLB Chicago to support and structure credit solutions to drive client business.
- Travel to meet with clients directly and at trade association and other conference events.

KNOWLEDGE AND SKILLS:

- Knowledge of finance and relevant business segment specific issues, acquired through either an advanced degree or experience in insurance investment banking, asset management, credit analysis, business development or relationship management.
- Proven high-level relationships with C-suite executives within the insurance industry is a must.
- Experience with formulating and crafting sales presentations.

- Skills in negotiation, leadership, and sales are necessary to service the client relationship.
- Knowledge of applicable industry laws and regulations, usually acquired through prior experience or the completion of a formal credit or rotational program, is preferred.
- Strong analytical and communication skills required.
- Effective organizational, multi-tasking, and prioritizing skills.
- MBA/CFA strongly preferred.
- Must be willing to travel up to 40%.

EXPERIENCE:

- 7-10 years of financial analysis and client servicing experience, or a combination of formal insurance corporate credit/investment banking/asset management training and 5-7 years of client servicing experience.
- Minimum 2-4 years of direct insurance or bank coverage experience is preferred.
- Experience negotiating interest rates, price, terms, and collateral requirements.
- Effective organizational, multi-tasking, and prioritizing skills.

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