



# Capital Markets Director - Sales (IC)(F)

Contact: PNC

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[https://ak-kenaipeninsula.countybuyselltrade.com/jobs/capital-markets-director-sales-icf\\_pittsburgh\\_56707](https://ak-kenaipeninsula.countybuyselltrade.com/jobs/capital-markets-director-sales-icf_pittsburgh_56707)

Address:

**Pittsburgh**

Price:

**Check with seller**

**Details**  
**Apply**  
**Position Overview**  
At PNC, our people are our greatest differentiator and competitive advantage in the markets we serve. We are all united in delivering the best experience for our customers. As a Director Sales within PNC's Capital Markets organization, you will be based in Pittsburgh, PA.  
**Job Profile**  
Drives sales activities for a specific product(s) or transaction(s). Manages and develops client relationships. Provides superior client experience. Works closely with relationship managers, investment bankers, traders and other internal service partners to develop, market and deliver capital markets solutions to our clients. Provides appropriate solutions based on in-depth assessment of client objectives and market conditions. Develops and maintains client and/or investor relationships. Coordinates the execution of key sales and marketing strategies, such as product structuring, product distribution and cross-sell to maximize sales and develop new business activity. Maintains current knowledge of industry and market developments, deal flow and regulatory requirements. Maintains compliance with policies and regulations. Provides coaching to other team members.  
**Core Competencies**  
**Manages Risk** - Working Experience Assesses and effectively manages all of the risks associated with their business objectives and activities to ensure activities are in alignment with the bank's and unit's risk appetite and risk management framework.  
**Customer Focus** - Extensive Experience Knowledge of the values and practices that align customer needs and satisfaction as primary considerations in all business decisions, and ability to leverage that information in creating customized customer solutions.  
**Job Specific Competencies**  
**Internal Sales and Marketing** - Working Experience Knowledge of internal marketing strategies and ability to look, listen for, and communicate opportunities for providing new or enhanced services to internal clients.  
**Effective Communications** - Extensive Experience Understanding of effective communication concepts, tools and techniques; ability to effectively transmit, receive, and accurately interpret ideas, information, and needs through the application of appropriate communication behaviors.  
**Decision Making and Critical Thinking** - Subject Matter Expertise Understanding of the issues related to the decision-making process; ability to analyze situations fully and accurately, and reach productive decisions.  
**Alignment** - Working Experience Enrolls stakeholders in communicating and coordinating activities to support the organization's vision and strategies.  
**FINANCIAL SERVICES INDUSTRY** - Working Experience

Knowledge of financial services industry trends, directions, major issues, regulatory considerations and trends; ability to provide specific financial knowledge and experience with organizational development. **Engineering** - Extensive Experience Knowledge of ability to use the tools, techniques, and practices



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