SEBASTIÁN FIGUEROA

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PROFESSIONAL SUMMARY

MBA and banking professional with 13 years of experience in banking and financial services, with deep understanding of the Latam region, specifically the Colombia, Chile and Peru markets. Deep experience of relationship management, sales and coverage of financial institutions and public sector clients. Results-oriented, analytical, sound interpersonal and communication skills. Proven experience in problem-solving, working under pressure, meeting targets and leadership. Highly passionate about developing relationships and identifying growth opportunities.

PROFESSIONAL EXPERIENCE

CITIBANK COLOMBIA. BOGOTA COLOMBIA. *Vice-president - Securities Services Coverage and incremental sales of Latam Clients - Account Manager.* Nov. 2020 – Present

- Leads the incremental deals and works with sales heads in RFPs for a portfolio of institutional clients such as pension funds admins., asset managers, central depositories, central banks and public sector clients in Latam, contributing to the business PNL.
- Increased sales revenues across the Latam portfolio of institutional clients and prospects in products such as global custody, collateral management, liquidity solutions, fx, private equity fund services and fund admin. services.
- Serves as first point of contact and senior escalation for clients, develops a pipeline of opportunities and tracks annual sales revenues plans.
- Leads prospect meetings having direct involvement with senior management and stakeholders.
- Leverages on internal and external network and resources, builds partnerships with clients and prospects, thinks strategically and anticipates consequences, manages and controls selling situations and opportunities to obtain positive results.
- Participates in industry conferences in the region ensuring market visibility of the bank; discusses reforms with regulators (Chile &Col.)
- Responsible for contract negotiation, documentation and coordinating teams during the entire sales process from selling to implementation (monitoring its execution).
- Analyzes metrics using internal and external tools for clients, competitors, prospects' pipeline and sales planning.

BBVA COLOMBIA. BOGOTA, COLOMBIA. *Global Transaction Services Latam Region Sales Manager - Corporate and Investment Banking*
Mar. 2019 – Nov. 2020

- Advised clients and prospects on cash management services and solutions, fx, liquidity and treasury services.
- Teamed with internal stakeholders in order to structure sales pitches, plan visits and identify new business opportunities.
- Ensured deals and transactions were implemented accurately and smoothly for clients.
- Managed relationships with institutional clients, delivering appropriate customized solutions in line with their strategies in Latam.
- Provided comprehensive advice to institutional clients promoting the bank´s services and products adjusting them to their needs.
- Led projects and worked with product specialists, internal teams and business managers to offer thorough solutions to clients and prospects.

GNB SUDAMERIS BANK (FORMER HSBC COLOMBIA). BOGOTA, COLOMBIA. *Senior Sales Trader* AUG. 2013 – DEC 2017

- Established strong and long-term relationships with institutional clients including local pension funds, assets managers among others.
- Expanded the book of institutional clients to attract new deals and transactions for the bank, maximizing client retention.
- Developed investment strategies and provided recommendations to institutional clients.
- Active member of the Investment Committee (2 billion usd in AUM) and responsible for investment ideas generation and providing strategic recommendations to clients.

EDUCATION

IE BUSINESS SCHOOL. MADRID, SPAIN International MBA, Finance Concentration. JAN. 2018 – FEB. 2019
- Relevant: Honors in Corporate Finance. Excellence in Managerial Accounting.

ROTMAN SCHOOL OF MANAGEMENT. UNIVERSITY OF TORONTO. TORONTO, CANADA MBA Long Exchange Program, Finance Concentration.
AUG. 2018 – DEC. 2018

SABANA UNIVERSITY. MAJOR IN FINANCE AND ECONOMICS. BOGOTA, COLOMBIA Bachelor of Business Administration. GPA 3.9
AUG. 2007 – AUG 2013

LANGUAGES

English (bilingual); **Spanish** (native); **Portuguese**(Intermediate).

OTHER INFORMATION

- CFA Candidate (Level 2) Computer Skills: Bloomberg Terminal. Excel Advanced level. Salesforce and similar.
- Coordinator of IE Finance and Capital Markets club, IE Hedge fund club, IE Asset Management club. Member of Rotman Finance Association, Rotman Asset Management Association. Member of IE Football Team, IE Squash club, and Rotman Football team.