

Vice President, Transportation Finance – FIG (Singapore)

- **A Global Industry Leader**
- **Asia Pacific exposure in Singapore**
- **Circa up to HK\$1.2 M p.a. plus bonus**

Our client is aviation arm of an US Listed financial institution. It is a leading global aircraft lessor and the third largest U.S. railcar lessor. Also provides lending and leasing services to the transportation industry, principally the aerospace sector with operates over 45 countries worldwide. They are now seeking for Treasury professional with passion and industry expertise to join their organisation.

The incumbent will report to the Head of Transportation Finance

Responsibilities:

- Supervise analysts/associates to planning and develop a targeted calling effort focused on financial institutions in the Asia-Pacific region in coordination with the overall FIG team
- Issuance and acquisition of secondary market loans/securities and aircraft subject to operating lease
- Ability to build relationships with specific banks and originate sale/new business strategic opportunities to sell aircraft and loans from its portfolio to financial institutions within the Asia-Pacific region
- Work cooperatively with Transportation Finance team players across a wide variety of disciplines including Airline Marketing, Pricing, Accounting, Tax, and Legal.
- Evaluate opportunities for investment from a risk-return perspective, in conjunction with risk management and present to management recommendations for action.

Requirements:

- At least 12 years business experience in originating, negotiating, and closing new business with the financial institutions or knowledge of the commercial aviation industry
- Strong transactional experience related to understanding loan and lease documentation to draft pre-screens, credit-write ups and present transactions for approval
- Exhibit strong financial, analytical and negotiation skills with strong transactional experience
- Excellent oral and written communication skills in English and Mandarin, Cantonese is a plus
- Ability to work in a deal team environment with demonstrate leadership capabilities

To apply, please forward your resume to quoting job reference no. **GSI8932** gody.lui@gsiconsultants.com.hk or contact **Gody Lui** at +852 3755 5488. All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.