

**CIBC FirstCaribbean** is a major Caribbean bank offering a full range of market-leading financial services in Corporate Banking, Retail Banking, Wealth Management, Credit Cards, Treasury Sales and Trading, and Investment Banking. It is the largest, regionally-listed bank in the English and Dutch speaking Caribbean. The bank has over 2,800 staff, 69 branches, 22 banking centers, and seven offices in 17 regional markets. For this client Deloitte Dutch Caribbean is seeking candidates for the position of:



## COUNTRY MANAGER ARUBA

### Context

CIBC FirstCaribbean Bank recently obtained a banking license to operate a branch on Aruba which the Bank intends to open in June 2016. The branch will offer a full range of banking services for personal and corporate clients and the Bank is determined to make a difference for its clients being a new player in the market. We are looking for an ambitious and client focused Country Manager.

### The Position

As Country Manager, you will be responsible for overall country performance across all business segments including customer experience, sales results, people management, risk and financial performance. You are responsible for the strategic direction and business development in Aruba in order to grow the market share, strengthening of the Bank's reputation and to deliver superior client service. You are the representative of the Bank in Aruba and the key contact person for clients, government and regulators. You are expected to have and develop a network within the Aruban business community and with Key Business Introducers to promote and grow the Bank in Aruba.

### Your Profile

You have a Master in Business Administration degree or equivalent qualification and 10+ years relevant work experience in banking in a senior management position. You have in-depth understanding of Retail and Corporate Banking business and its products and you have a strong commercial drive. Furthermore, you have excellent people management skills and you are considered to be a self-starter. You are a strategic thinker with strong negotiation and decision making skills. You are customer focused, an excellent communicator and of course a team player. You are fluent in Papiamentu, and preferably Dutch and English.

### The Offer

Our client offers competitive terms of employment and a dynamic work environment.

### Procedure

For further information about the organization and/or the position you may contact Mrs. Marina D.J. Kooijmans, PhD, Director Human Capital Consultancy, Training & Assessments at Deloitte Dutch Caribbean (+599 9) 4333333 or (+599 9) 6900453. Please send your application letter and resume to [hrm@deloitte.com](mailto:hrm@deloitte.com) no later than November 15, 2015. You will receive a confirmation within two days, if not please contact us. An assessment may be part of the selection process. All applications will be handled confidentially.

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