



## What advice would you give to someone considering an opportunity with Bank of America?

“Express your unique self in interviews as much as possible.”

### What is your current assignment and primary responsibilities?

As a sales analyst, I support two Treasury Sales Officers who each manage their own portfolio of clients. One is part of a team covering U.S. headquartered multinationals. The portfolios are split by region, and I am committed to Chicago and its surrounding locations. The other portfolio I am assigned to consists of clients who outsource some of their treasury functions to the bank's Treasury Outsourcing operation in Dublin. My responsibilities are split between maintaining existing client relationships and winning new business.

### What is the most challenging part of your job?

Working for a global bank in a dynamic industry means both internal and external communication is paramount. Managing emails and phone calls are therefore cornerstone to the sales analyst role. Managing your workload allows you to know what is in your inbox; this becomes most challenging when you or your sales officer is out of the office visiting clients. Having a company Blackberry helps!

### What attracted you to Bank of America?

I knew I wanted a client-facing role within banking. Even at analyst level, Bank of America provides a lot of hands-on experience in the Treasury space. Being a global bank also creates a lot of internal opportunities and with the Merrill Lynch merger this is enhanced furthermore.

### What advice would you give to someone considering an opportunity at Bank of America?

Bank of America, more than many other companies, appreciates 'well rounded' individuals, so express your unique self in interviews as much as possible.



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#### Education

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