

introduction



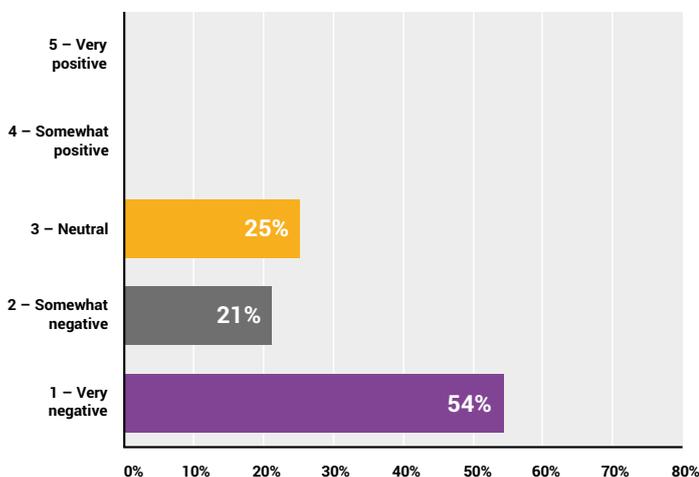
In January we opened the newsletter by saying “A new year and a new Economic beginning (post Brexit)”. My goodness how things have changed so dramatically. What started as a new virus in the distant far east has impacted all our lives.

You won’t be surprised to see the regular statistics have nose-dived and I’m sure you’ll be interested to read other bankers thoughts, in our hot topic section, at this unprecedented time. So we’ll keep this edition brief and hope that you, your families, friends and colleagues stay healthy.

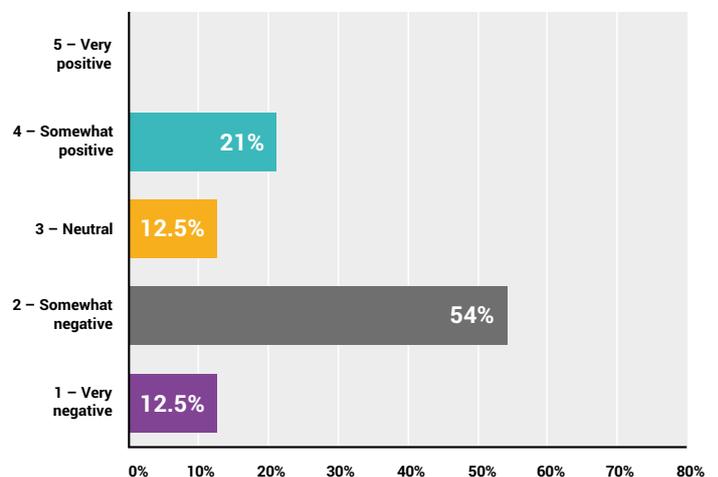
quarterly survey

These questions reflect our most common enquiries and so this regular feature is a chance to measure and share current market sentiment.

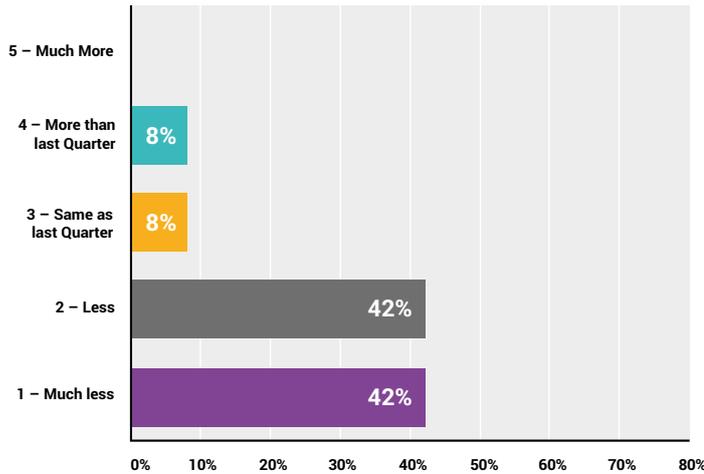
Q1 *Looking at the next quarter only, what is your personal outlook for business confidence?*



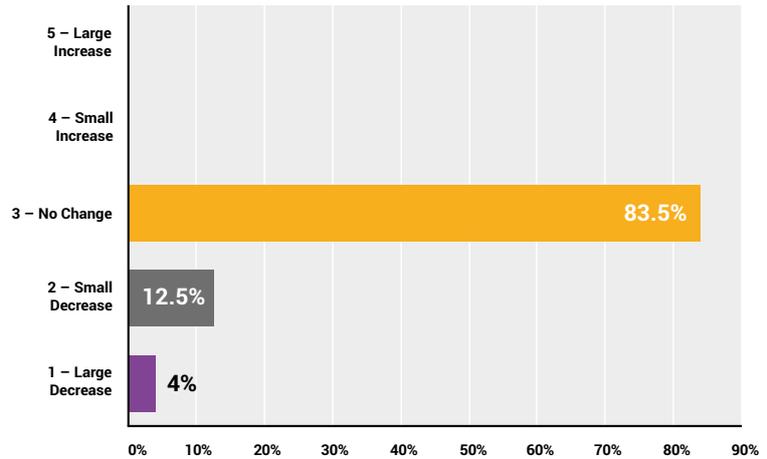
Q2 *... and what is your outlook for the next 12 months?*



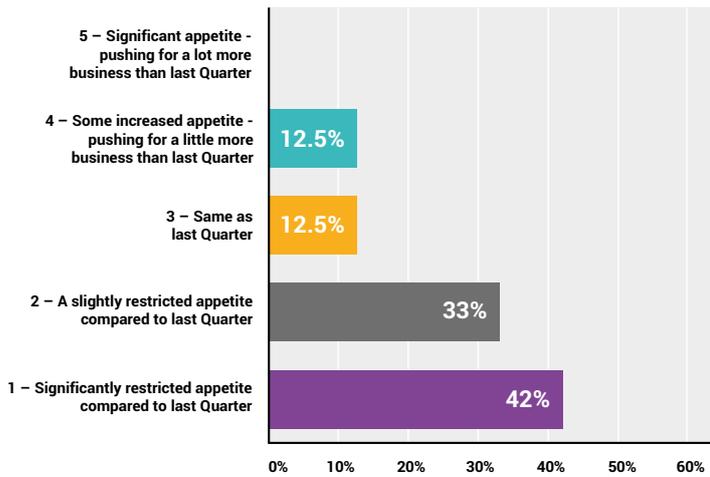
Q3 How much business has your institution written (approved and/or agreed) compared to last quarter?



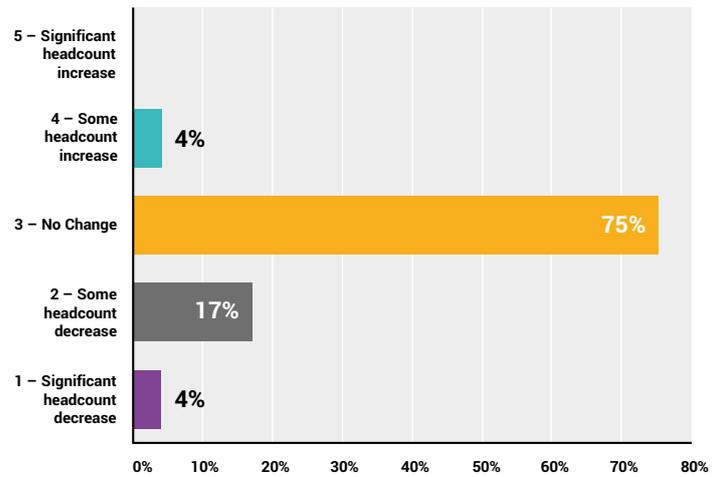
Q4 Has your department headcount changed since last quarter?



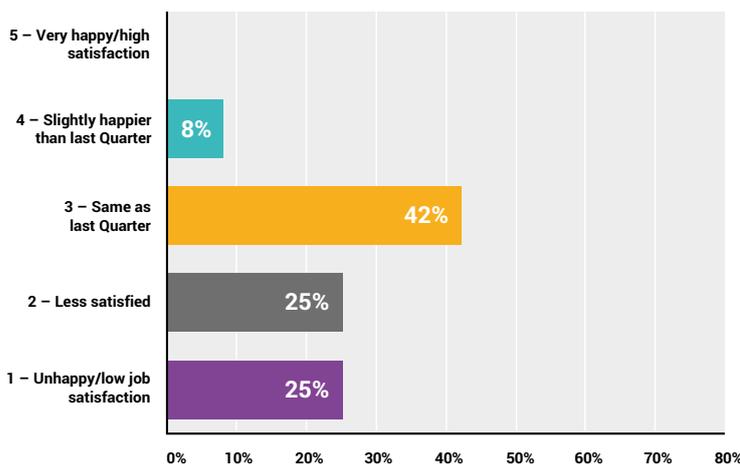
Q5 Regarding Credit Risk appetite, how 'open for business' is your institution compared to last quarter? (We refer here to the message being passed down from on high, are you being told that you want to do more or less business?)



Q6 Is your employer looking to hire in the next 3 months?



Q7 What is your current level of job satisfaction?



Survey summary - After a Brexit boost at the end of 2019, its now sadly "a race to the bottom" for business confidence, perceived business appetite, hiring and workers job satisfaction. The statistics paint an ugly picture and the hot topic responses are quite direct. How and when the UK economy recovers? Who knows? but unlike the last economic crisis of 08/09 financial institutions must now take the lead and provide the support and liquidity UK PLC so desperately needs.



Hot topic: “...Covid-19: How has your business been affected?...”

“...forget new business, it's about relationship management – or have we forgotten that?..”

“...Its been painful. Despite telling senior management about our weak IT for years, it took a global pandemic to realise this point. Working from home is slow and antiquated. Maybe now IT will get some investment...”

“...it is very disappointing to find a lack of cohesive thinking. It seems every time we hit a bump in the road it is easier to make no decision...”

“...our clients need us more than ever. Significant number of requests for financial covenant relaxation and additional liquidity facilities...”

“... management are even more cautious and risk averse...”

“...Credit risk and operating risk materially increased, new business materially lower...”

“...like most crisis, the leading banks will rise to the top. Our remote working facilities are robust but, from what I hear, we are in the minority...”

“... this will be far tougher than the GFC of 2008...”

“... The key driver behind a reduction in the level of international trade business activities is the prolonged “Trade War between China and USA” . COVID-19 is just an unwanted catalyst that causes further “Economic Haemorrhage”...”

“...The situation, whilst unprecedented, has shown the weakness of the leadership to steer the ship...”

“...The spotlight has fallen on Senior Management, HR, IT and Executive Committees. They have not stepped up or helped....”

“...business has suffered an unbelievable shock, my bank will of course survive but I hope this situation has made people stop and think about life, the bigger picture and their priorities...”

recent market moves

January 2020 – **Chris Sozou**
Head of Human Resources
at National Bank of Kuwait

January 2020 – **Thomas Bush**
Head of Client Coverage, Business
Services & Consumer at Commerzbank

January 2020 – **Simon Thomas**
Corporate Credit Analyst
at Rabobank

January 2020 – **Aleixo Rebelo**
Senior Trade Finance Analyst
at SMBC

January 2020 – **Matthew Barnard**
Relationship Manager
at DBS Bank

January 2020 – **Tracy Roche**
Senior Manager, Trade Finance
at ICBC

January 2020 – **Adrian Dearlove**
Corporate Credit Analyst
at Handelsbanken

January 2020 – **Wasim Islam**
Credit Risk Analyst at CIC

January 2020 – **Nikola Karamanov**
CIB Credit Analyst
at First Abu Dhabi Bank

February 2020 – **Georgi Naydenov**
Senior Credit Analyst at SMBC

February 2020 – **Matthew McCabe**
Managing Director at Oaktree Capital
Management, L.P.

February 2020 – **Robert Sadler**
Associate Director at CBRE

February 2020 – **Jay Patel**
Lending Director
at Hampshire Trust Bank

February 2020 – **Victoria Salter**
Credit Manager at Close Brothers
Commercial Finance

February 2020 – **Olga Terentieva**
Director at Standard Chartered

February 2020 – **Adrian Moore**
Head of Conduct & Compliance
at Al Rayan Bank

March 2020 – **Adam Barrett**
Head of Distribution at DEMICA

March 2020 – **Fatima Akdim**
Relationship Manager, Africa
at Crown Agents Bank

March 2020 – **Henrik Slotsaa**
Manager at SANNE

March 2020 – **Sina Rahimy**
Associate Director, Acquisition/
Leveraged Finance) at Rabobank

March 2020 – **Faizal Mulla**
Senior Financial Crime Officer
at Bank of China

March 2020 – **Tim Phillips**
Lending Manager
at Hampshire Trust Bank

March 2020 – **Leon Khan Amirian**
Vice President, Credit at MUFG

March 2020 – **Ryan Forsythe**
Operational Risk Manager
at Masthaven Bank

March 2020 – **Matthew Murray**
Executive Director
at Mount Street

March 2020 – **Matt Tuck**
Head of Product, Service and
Operations (Commercial Bank) at NatWest

March 2020 – **Allister McDonald**
Real Estate Consultant, Complex
Transactions at Homes England

April 2020 – **Thor Oliver Thomsen**
Associate - LNG Shipping & Offshore
at Société Générale

April 2020 – **John Fussell**
Financial Institutions Relationship
Manager at UBA

April 2020 – **David Hayes**
CRO at Union Bank

April 2020 – **Gavin Allard**
Head of Compliance/MLRO at
National Bank of Kuwait

April 2020 – **David Smithson**
Associate Director, Anglophone Africa
at BACB

April 2020 – **Jerold Williamson**
CRO at Al Rayan Bank

a sample of current mandates on c-jamesjobs

Senior RM:

Trade and Commodity Finance

£110,000 - £125,000 basic

Director:

Commercial Real Estate (Dublin)

€90,000 - €105,000 basic

Senior Settlements Clerk:

£40,000 - £50,000 basic

Operations Officer:

Trade Finance/Loans

£40,000 - £50,000 basic

Property Finance:

Analyst

£40,000 - £50,000 basic

Corporate Credit Analyst (front office) :

£40,000 - £60,000 basic

contact us

Our door is open and all contact is treated in total confidence. If you wish to discuss your own situation, new hiring mandates, future hot topics or anything else please do use the contact details below:

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