

# Rodrigo Moreira Talarico

Commercial Leadership | Go-to-Market Strategy | Treasury & Payments

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## Summary

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International sales and execution leader with 20+ years originating revenue, structuring transactions, and building durable institutional client relationships across the Americas and Europe. Trusted advisor to CFOs, Treasurers, and CIOs on transaction banking, treasury, payments, liquidity, working capital, and cross-border operating models. Proven ability to convert client objectives into executable mandates, lead multi-disciplinary deal teams across coverage, product, risk, legal, and operations, and deliver outcomes end-to-end in highly regulated, multi-jurisdictional environments — across Santander, J.P. Morgan, Citi, Bank of America / BankBoston, and ItaúBBA.

## Experience

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### Santander S.A.

Madrid, Spain

*Executive Director — Global Cash Management Origination*

Apr 2025 — Present

- Senior relationship and solution lead for multinational and institutional clients across Europe and the Americas, engaging executive management on transaction banking, balance-sheet deployment, liquidity strategy, and regional operating models.
- Originate strategic mandates and structure bespoke, multi-jurisdictional solutions, coordinating coverage, product, risk, legal, and operations teams across markets.
- Repositioned client engagement from product-led discussions to firm-wide solutioning, reinforcing Santander's regional and global capabilities.
- Accountable end-to-end — from mandate approval through implementation and post-delivery governance — ensuring disciplined execution, regulatory alignment, and measurable client outcomes.

*Executive Director — Head of International Financial Institutions*

Apr 2023 — Apr 2025

- Senior coverage lead for global banks, broker-dealers, financial sponsors, and non-bank financial institutions across Europe, the United States, and Latin America.
- Led executive-level dialogue on strategic operating models, funding structures, and balance-sheet optimisation, positioning Santander as a long-term strategic partner.
- Orchestrated complex cross-border mandates spanning multiple legal entities, regulatory regimes, and internal stakeholders — including fintech, embedded-finance, and BaaS partnerships.
- Owned execution governance across origination, structuring, onboarding, and delivery, ensuring tight alignment between client objectives and firm capabilities.

### J.P. Morgan SE

Madrid, Spain

*Executive Director — Country Head of Payments & Head of Corporate Sales*

Mar 2020 — Mar 2023

- Dual mandate as Head of Corporate Sales for Iberian multinationals globally and Country Head of Payments — reporting to the CEO of J.P. Morgan Spain and the Head of Payments Sales for Europe.
- Senior coverage and relationship lead for Iberian multinationals, originating and executing complex cross-border financial mandates.
- Engaged senior client stakeholders on treasury transformation, operating-model design, and regional expansion strategies.
- Coordinated multi-disciplinary teams across sales, product, technology, operations, and legal to deliver tailored solutions end-to-end, with full accountability for post-mandate delivery, governance, and sustained client outcomes.

### J.P. Morgan Chase Bank N.A.

New York, USA

*Executive Director — Multinational Corporations, EMEA & LATAM Coverage Lead*

Mar 2013 — Mar 2020

- Senior coverage lead for multinational corporates across the Americas and Europe, managing complex regional and global client mandates.
- Translated strategic client objectives into integrated solutions spanning liquidity, lending, working capital, FX, and financial infrastructure.
- Led cross-regional deal teams and owned execution through implementation, including technology deployment and

operational integration across multiple jurisdictions.

**Banco J.P. Morgan Chase S.A.**

*Vice President — Treasury Sales Manager, Multinationals*

São Paulo, Brazil  
Apr 2010 — Mar 2013

- Managed strategic relationships with multinational corporates operating across Latin America.
- Led regional account planning and execution aligned with global client objectives.
- Advised clients on market entry, regulatory considerations, and regional treasury structures.

**BankBoston (Bank of America) · Citi · ItaúBBA**

*Corporate Banking — Senior Relationship Sales Officer*

São Paulo, Brazil  
Jun 2003 — Apr 2010

- Managed diversified corporate and institutional client portfolios across multiple sectors.
- Built a strong commercial foundation supporting complex, multi-product client relationships.

**Education & Certifications**

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**Fundação Getúlio Vargas (FGV) — São Paulo, Brazil**

*Continued Executive Education — Business Strategy & Economics*

2009 — 2011

**Universidade Presbiteriana Mackenzie — São Paulo, Brazil**

*B.A. in Business Administration*

2000 — 2005

**Languages**

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English (full professional proficiency) · Spanish (full professional proficiency) · Portuguese (native proficiency)

**Additional Information**

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U.S. Green Card holder · E.U. legal permanent resident · Brazilian passport holder