

Job Description

Position:	Relationship Manager, Commercial Banking
Department:	Commercial Banking
Reporting to:	Senior Manager, Commercial Banking
Location:	Headquarter

I. Duties and Responsibilities

- Support to grow the business through product volume & value, new client acquisition and increasing the number of products held per client.
- Contribute to the implementation of streamlines, simple customer friendly processes that support the growth of the business.
- Develop and implement client strategies in conjunction with product partners and relevant parties to identify the right product and service opportunities.
- Implement an active 'call program' to increase client growth in target industries.
- Proactively developing and maintaining a detailed understanding of your client's business and financial needs (account planning).
- Conduct client screening process by structuring the facility and applying the relevant covenants / clauses to minimize and mitigate identified credit risks.
- Ensure credit risks of clients are assessed through high quality and prudent credit assessment.
- Work with product partners and other business units to identify opportunities and execute solutions.
- Other tasks to be assigned by the line manager.

II. Qualification

- Bachelor's degree in finance, Business Administration, Economics, or related field.
- Good experience in the Commercial / SME or business banking environment.
- Demonstrated ability in customer relationship management.
- High degree of self-motivation and excellent interpersonal skills.
- Good sense of humor.
- Strong financial analysis skills and ability to understand creditworthiness of complex businesses.
- Strong sales skills, the components of pricing, deal structuring, negotiation, and the resultant impact on overall profitability.
- Be honest, high commitment, and flexible.
- Sound English communication skills.
- Good Ms. Application: Word and Excel.