

Job Description

Position:	Relationship Manager, Corporate
Department:	Business and Consumer Banking
Reporting to:	Deputy Chief, Business Financial Services Officer
Location:	Head Office

I. Duties and Responsibilities

- On boarding new good and potential corporate customers to the bank.
- Increase corporate customer pipeline/pool by regular meeting/build good relationship with potential corporate customers.
- Grow the corporate business through product volume & value, new cross sales to relevant stakeholders (employees, suppliers, dealers/partners/customers) for credit and non-credit products.
- Regular meeting with existing corporate customers to build good relationships and get the feedback on any demand/request or any referral potential customers.
- Execute client strategies and partnership strategies in conjunction with product partners and relevant parties internal bank-wise and group to identify the right credit and non-credit product opportunities.
- Proactively developing and maintaining a detailed understanding of your client's business and financial needs.
- Conduct corporate customers, screening process by structuring the facility and applying the relevant covenants /clauses to minimize and mitigate identified risks.
- Work with product partners and other business units to identify opportunities and execute solutions and create other opportunities of eco-system/ value-chain for bank and group.
- Assist Senior Manager on data analysis, process planning and other reporting.
- Other tasks/project as assigned by management.

II. Qualification

- Tertiary Qualification in a business-related field.
- Having a systematic and logical approach to problem-solving.
- Strong sales skills, the components of pricing, deal structuring, negotiation, and the resultant impact on overall profitability.
- Good experience in the Commercial/SME or business banking environment.
- Demonstrated ability in relationship management and networking.
- High degree of self-motivation and excellent interpersonal skills.
- Good sense of humour and team working skills, problem solving and sales skills.
- Team Working and Negotiation Skills.