

Transaction Banking

Deputy Manager

Responsibilities:

- Achieve sales targets through identification of clients' need and devising appropriate solutions from a range of available transaction banking services
- Work closely with relationship managers to source new prospects and cross-sell to existing clients to generate warm leads in order to build a healthy sales pipeline
- Structuring and pitching appropriate solutions, making effective pitches, and delivering client mandates seamlessly
- Conduct insightful analysis to understand customer needs to facilitate and enhance product development
- Streamline end-to-end processes to reduce processing time and improve customer journey to achieve cash revenue targets
- Collaborate with stakeholders in planning, development and implementation of creative and cost-effective marketing campaigns to drive the Bank's deposits growth, enhance deposit and banking services, and create incremental revenue to the business
- Ensure full compliance of the Bank's policies and procedures, relevant banking ordinances, and other regulatory requirements

Requirements:

- Degree in Business Administration, Marketing, e-Commerce or related disciplines
- At least 4 years' experience in Banking sector, with at least two years in supervisory level
- Well-organized with good supervisory and interpersonal skill
- Good in interpersonal, influencing and negotiation skills
- Able to work independently and competent in handle different tasks
- Good command of written and spoken English and Chinese
- Knowledge of Mandarin and Portuguese is an advantage