
Branch Manager

Responsibilities

- Oversee the operations of the branch and satisfy customer needs with excellent customer experience.
- Meet sales target and explore business opportunities by promoting banking services and products and identifying potential customers.
- Perform sales management and deliver branch plan for achieving business objectives.
- Carry out marketing activities and build up professional image for the Bank.
- Provide coaching to staff and develop specific training program for sales and service excellence.
- Ensure the branch operate in compliance with applicable rules and regulations, and recognize suspicious transaction and take appropriate actions for minimizing risk and maximizing operational efficiency.

Requirements

- Degree holder or above in Business Administration or related disciplines.
- Minimum 5 years of experience in retail banking at supervisory level.
- Well versed with branch operation and investment products.
- General aspects of financial activities and economic environment.
- Excellent communication and presentation skills with good command of both spoken and written English, Cantonese and Mandarin.

For more information or enquiry, please email us at bdajob@delta-asia.com or contact us at **+853 8796 9620**.

All information provided will be treated in strict confidence and only be used for recruitment purpose.

Website: www.delta-asia.com

Senior Relationship Manager

Responsibilities

- Implement business plans to achieve sales targets and business growth
- Solicit new business and build long-term relationship with clients
- Engage in the end to end banking & wealth management service which includes customer needs identification, solution recommendations, application fulfillment and follow up
- Provide professional advice with a wide spectrum of wealth management solutions to clients and identify cross-selling investment products and life insurance and other wealth management business opportunities
- Plan, organize and implement promotion campaign to improve client engagement
- Ensure the selling processes and activities are in compliance with internal policies, procedure and all applicable regulatory guidelines

Requirements

- Degree holder in BA, finance or related discipline
- 5+ years of relevant experience with proven track record
- High level of customer centricity mindset with dedication to deliver exceptional quality services for customers
- Energetic and outgoing with enthusiasm in achieving goals
- Excellent communication, interpersonal and relationship building skills
- Good command of spoken and written English, Cantonese and Mandarin

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客戶經理 / 助理客戶經理

工作職責

- 提供優質客戶服務，維護企業專業形象
- 向客戶提供投資產品的諮詢服務、投資策略分析及理財方向
- 負責分行產品銷售及客戶關係的維護與拓展
- 制定業務發展和銷售計劃，達成分行的業務指標

任職條件

- 大學畢業或以上學歷，主修金融、經濟、市場管銷或工商管理等相關專業
- 有銀行客戶服務經驗優先考慮
- 對金融或保險產品有認識，並能向客戶提供投資產品的諮詢服務並具管理經驗者優先考慮
- 符合澳門金融管理局規定買賣金融產品或就產品提供意見之資格優先
- 熱誠有禮，誠實可靠及有上進心，待人親切並具備良好社交技巧
- 流利中文及英文溝通及書寫能力

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分行櫃台服務員

工作職責

- 遵照有關法則章程處理分行日常之運作，包括處理客戶之查詢
- 向客戶推介銀行產品及提供優質服務
- 維護銀行形象及提升客戶滿意度

任職條件

- 大學或以上相關學歷
- 一年顧客服務經驗，或應屆畢業生亦會考慮
- 熟悉電腦 / MS Office 及中英文打字
- 熱誠有禮，誠實可靠，待人親切並具備良好社交技巧

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