匯業銀行
Banco Delta Asia S.A.

Head of Sales & Distribution

Responsibilities

- Lead and drive branch network, Wealth Management Centre and other distribution channels for sales activities of retail banking products and services to achieve sales targets of the Bank
- Develop and drive sales strategies with a focus on Investment & Insurance (I&I) to achieve sales growth of the Bank
- Develop and execute a strategic roadmap to expand market presence in Macau and maximize synergies between Hong Kong and Macau Office
- Collaborate with cross-functional teams to develop and execute effective product launch plans, maximizing market penetration and revenue generation of the Bank
- Manage the entire product life cycle, including market research, product selection, due diligence, channel management, product launching, and maintenance for wealth management products
- Streamline selling processes and channel operations to enhance sales effectiveness and strengthen customer experience
- Provide professional advisory, training, and coaching to the sales team for equipping professional sales experts on I&I products effectively
- Motivate and manage sales teams to ensure effective and timely communication of business and product updates, fostering a high-performance culture and ensuring alignment with the sales strategy
- Stay updated on market practice and industry developments to maintain competitiveness in product offerings and customer experience
- Prepare sales management reports, including sales pipelines and sales tracking and conduct business analysis for management review
- Participate in the development and implementation of compliance, systems, and procedures initiatives for investment advisory functions

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

Website: www.delta-asia.com

Requirements

- Bachelor Degree in Finance/Banking/Management or a related discipline
- 10+ years of relevant experience in handling I&I products sales and services
- Strong knowledge of retail banking products and services, digital banking technologies, and market trends
- Possesses professional licensing qualifications as required by local regulatory bodies
- Demonstrates a strategic mindset, good business sense and a strong commitment to sales
- Excellent interpersonal and communication skills, capable of leading a sales team and collaborating effectively as a team player
- Fluent in written and verbal English and Cantonese, with a communicative level of Mandarin
- Ability to adapt to a fast-paced, dynamic environment and stay updated with industry trends and regulatory changes

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

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Team Head

Responsibilities

- Provide premium wealth management services to customers including investment, life insurance, medical plan solutions, trust services and international properties, etc.
- Lead the sales team, setting goals and providing guidance and support
- Implement sales strategies to drive revenue and achieve sales targets
- Provide on-the-job coaching for subordinates and support them to handle day-to-day operations and customer interfaces to ensure our quality services standard
- Participate in wealth management products development to enrich the service platform
- Perform regular training and guidance to team members
- Provide wealth management planning initiatives with products and solutions across the company
- Comply with regulatory requirements and group policies
- Explore new market and business opportunities of wealth management products and solutions, participate in business planning and development
- Provide professional advice and risk management solutions to clients
- Establish and maintain good relationship with our business partners, design and negotiate cost-effective solutions to cater for our wealth planning / wealth management clients' needs

Requirements

- Bachelor's degree in Business or related disciplines
- Minimum of 10 years' relevant experience in Banking and Wealth Management with solid leadership role
- Resourceful with strong client network in Macau
- Familiar with the Wealth Management products related laws, rules and regulations
- Strong leadership capability and management skill
- Excellent communication and presentation skills with good command of both spoken and written English, Cantonese and Mandarin

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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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滙業銀行 Banco Delta Asia S.A.

Assistant Marketing Manager

Responsibilities

- Assist in formulating the marketing strategies and activities for wealth management, private banking and corporate banking services, facilitating to capture business opportunities, drive business growth and enhance employer branding
- Collaborate with the marketing and communication team to plan and execute marketing campaigns across various channels, including digital, print, events, and partnerships
- Conduct post-program evaluation to analyze marketing campaign effectiveness and for on-going optimization and future improvement
- Collaborate with relevant parties and manage stakeholders to ensure quality deliverables in a cost-effective manner and smooth launch of marketing program
- Provide supports on various sales campaigns and activities such as assisting the implementation of sales program, preparation of sales reports and presentation materials, etc.
- Collaborate with the HR department to plan and execute sales recruitment campaigns
- Ensure all marketing activities and materials comply with relevant regulatory requirements
- Conduct market research to stay updated with industry best practices and emerging trends to enhance marketing strategies related to wealth management products and marketing
- Support ad hoc projects and corporate /cross-departmental initiatives

Requirements

- Bachelor's degree in marketing, business administration, or a related field.
- 6+ years of working experience in marketing, preferably in Financial Services /Banking sector
- Strong business acumen with excellent communication and presentation skills
- Ability to perform multitasks with attention to detail and compliance under tight resources and deadlines
- Excellent project management and problem-solving skills
- Good command of written and spoken English, Mandarin and Cantonese

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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

如有任何查詢，請電郵至 **bdajob@delta-asia.com** 或致電 **+853 8796 9620** 聯絡我們。

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