

Wholesale Banking

OUR OPPORTUNITIES

Relationship Manager, Commercial Banking

Relationship Manager - Cash Management

Relationship Manager, Commercial Banking

Responsibilities:

- Assist Senior Relationship Manager / Department head to solicit new business opportunities and grow the existing portfolio to achieve pre-defined performance KPIs
- Assist to maintain a high quality of loan portfolio and exercise prudent credit assessment
- Prepare and recommend credit applications/ call memo and obtain approval for new and existing customers with credit facilities structured to accommodate customers' needs
- Cross-sell a wide range of banking products including treasury and wealth management
- Other jobs assigned by department head

Requirements:

- Bachelor's degree holder, preferably in Business Administration, Accounting, Banking and Finance
- Professional qualification holder such as ACCA, CFA is preferred
- Minimum 2 years of relevant banking experience, candidates with less experience would also be considered
- Good presentation and communication skills
- Pleasant personality with customer orientation mindset
- Self-motivated, outgoing, and work independently
- Proficient in Cantonese, Mandarin, and English

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*Personal data collected will be kept confidential and used for recruitment purpose only.

Relationship Manager - Cash Management

Responsibilities:

- Work independently in exploring business opportunities with both existing and potential non-borrowing customers through a consultative approach by understanding customers' needs and provide value added solutions that will maximize revenues against risks.
- Maintain relationship by giving periodic business calls or take personal visits with existing clients.

- Work closely with product partners including but not limited to Transaction Banking team, branch network, E-Channel Service and Credit Card etc. to promote transaction banking products.
- Handle customer enquiries and cross-selling other banking services and products, e.g. treasury products.
- Other field related projects / duties as may be assigned.

Requirements:

- Bachelor's degree holder, preferably in Business Administration, Accounting, Banking and Finance
- Retail and transaction banking products, knowledge in e-payment and merchant acquiring is a plus
- 3 year's banking experience mainly in business side
- Self-motivated, outgoing and hardworking
- Pleasant personality with customer orientation mindset

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OUR BENEFIT

As rewards to high achievers, we offer an attractive remuneration package which includes:

- Performance bonus
- Meal allowance
- Sales incentive
- Provident fund scheme
- Medical coverage
- Paid annual leave
- Education subsidy
- Low-interest staff mortgage plan
- High-yield payroll account
- Wellness allowance