

Relationship Manager, Preferred Banking

Key Responsibilities:

- Procure new business through customer acquisition and manage relationships with existing customers.
- Provide sound financial advice and dispensing customized solutions in alignment with the bank's standards and industry regulations.
- Deliver client satisfaction through tailored solutions according to client objectives and service issue resolution.
- Grow portfolio of high networth clients through building strong relationships with prospects and networking.
- Conduct financial portfolio management for clients through quality advice and recommendations with a suite of banking solutions.
- Ensure compliance at all times – process, policy and working instruction.
- Constitute idea and suggestion for improvement and success.
- Achieve daily/weekly/monthly/yearly targets.

Knowledge Skills and Experience:

- A recognized Degree in business related field.
- Relevant retail banking experience of at least 3years.
- Personable and service-oriented.
- Confident, strong communication and interpersonal skills with high networth individuals.
- Strong understanding of financial compliance and regulatory requirements.
- Candidates with strong acquisition or good networking background are preferred.
- Good communication in English and Mandarin/ Japanese is a mandatory.

How to apply:

Please submit your application via email: careers.kh@cimb.com

Or call us at 081 240 333