

Relationship Manager, Commercial 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 commercial 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.
- Keep close eyes on and track competitor intelligence;
- 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:

- Bachelor Degree in business related discipline;
- Solid experience in commercial banking at least 3 years;
- Confident, strong communication and interpersonal skills -commercial client;
- Strong understanding of financial compliance and regulatory requirements is an added advantage;
- Understanding of financial analysis is added advantage.
- Candidates with strong acquisition or good networking background are preferred.
- Excellent verbal and written English;
- Strong ability to persuade and build relationship;
- Computer literacy

How to apply:

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

Or call us at 081 240 333