

## **Relationship Manager, SME**

### **Key Responsibilities:**

- Managing existing and growing loan portfolio from existing customers and acquiring new customers.
- Doing cross-selling to other Bank's products.
- Looking for opportunity to increase Non-Interest Income (NII) and deposit.
- Ensuring good customer services.
- Helping Team Leader to improve strategic and operational works and processes.

### **Knowledge Skills and Experience:**

- Sound relevant experience especially in sales and/or credit.
- Good credit knowledge.
- Good understanding of SME business operations.
- Be energetic, eager to learn, and high integrity person.
- Be able to establish a total banking relationship with customers including lending, deposits and transactional services.

### **How to apply:**

Please submit your application via email: [careers.kh@cimb.com](mailto:careers.kh@cimb.com)

Or call us at 081 240 333