

Senior Relationship Manager, Corporate Banking & FIG

Key Responsibilities:

- Responsible for managing a portfolio of loan and deposit customers.
- Achieve and exceed assigned sales targets.
- Leverage internal and external network to acquire new-to-bank customers.
- Farm existing customer portfolio to enhance relationships via additional facilities/cash management.
- Prepare credit submissions while ensuring research and KYC is done comprehensively.
- Conduct annual reviews for customers on time
- Provide excellent service and financial advice to all customers
- Other task/project as assigned.

Knowledge Skills and Experience:

- Bachelor's Degree business;
- At least 3-5 years of working experience in banking;
- Excellent written and spoken communication and presentation skills in English;
- Ability to develop mutually beneficial business relationships with internal and external parties, and apply innovative end to end propositions that will generate significant business opportunities;
- Experience and/or knowledge in trade finance will be an added advantage;
- Results-oriented individual, resourceful and strong business connections in identifying and developing business opportunities.

How to apply:

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

Or call us at 081 240 333