

## **Commercial Banking**

### **Senior Relationship Manager / Relationship Manager**

#### Responsibilities:

- Manage a customer portfolio of commercial banking clients, which include mid-cap, large corporates and/or SMEs engaging in industries of trading and manufacturing, wholesale and retail, construction, as well as real estate development
- Execute business development plans directed by team head and division head
- Monitor credit quality of lending relationships by preparing credit proposals, proactive assessment of client performance and identifying early warning signals
- Conduct customer due diligence on ongoing basis
- Collaborate with product partners, including Trade Services, Transaction Banking and Treasury, to deepen client relationships

#### Requirements:

- Degree holder, preferably in Business Administration, Accounting, Banking and Finance
- 3-4 years' (or 5-8 years' for Senior Relationship Manager) experience of customer relationship management with track record of achieving assigned business targets; commercial banking experience is a definite advantage but not a must (as technical and on-the-job training will be provided)
- Good presentation and communication skills, including written English
- Self-driven, customer-oriented and able to collaborate within a team