



BCM *bank*
澳門商業銀行

Retail Direct Sales

Relationship Manager

Responsibilities:

- To advise and manage existing customer's portfolio to meet their financial needs
- To solicit new commercial / retail loan business from potential and existing customers
- To establish and maintain a good relationship with existing and potential customers
- To provide professional and quality customer services

Requirements:

- University degree with a minimum of 3 years' banking experience with strong clientele, preferably gained in Retail/Commercial Banking
- Strong knowledge of loan products
- Good command of written and spoken English and Chinese
- Good communication, interpersonal and negotiation skills
- Highly independent and result-oriented
- Self-motivated and able to work under pressure
- Candidate with more experience would be considered as Senior Relationship Manager