

Corporate Banking Department

Position: Relationship Manager (M /F – 1 Post)

Job Description

- Managing overall corporate relationships with companies/individual customers/partner banks
- Engaging customers to increase wallet share of products (working capital financing and trade financing) and promote sales of new products
- Handling customer complaints and monitor revenue generated for Bank
- Understanding the customers' requirements with good sense of credit assessment and industry trends/risk
- Providing timely advice to customers from CEO down to junior staff on all banking matters, including regulatory, banking solutions and operational procedures
- Coordinating with other internal departments to ensure smooth & timely execution of transactions and speedy response to customer needs
- Submitting call reports, performing credit analysis, preparing credit application papers and other internal reports
- Adhering strictly to the KPI criteria, goals, and objectives
- Onboarding new customers and companies
- Maintaining long-term relationships with customers and other organizations
- Identifying and minimizing credit risk within the portfolio through regular credit reviews
- Understanding transaction banking products thoroughly including but not limited to cash management, export, and import products

- Liaising with different departments to provide full service to companies/individual customers/partner banks

Skills Required:

- Fluency in spoken English and good English writing skills required
- Ability to speak another foreign language particularly, Chinese, Korean, and Japanese are an added advantage
- Amicable character and ability to speak with ease to C level
- Outstanding analytical skills and organizational skills with attention to details
- Proven resourcefulness and ability to work independently
- Ability to work under pressure and tight deadlines
- Experience in leading a sizable team with good people management and interpersonal skills
- Able to travel if it's required
- Good presentation and communication skills
- Team player with positive attitude
- Highly organized and detail oriented
- Excellent problem-solving and time management skills

Job Requirement

- Bachelor's degree in business, Finance, Economics, or related field.
- Minimum 3–5 years of experience in corporate banking or transaction banking.

- Strong understanding of cash management, trade finance, and digital banking platforms.
- Excellent communication, negotiation, and relationship-building skills.
- Proficiency in financial analysis and client portfolio management.
- Knowledge of banking regulations and compliance standards.