

Business & Institutional Banking Division

Position: Relationship Manager (Financial Institutions)

Main Responsibilities

- Develop and grow portfolio of Financial Institutions' clients under your care (foreign banks, local banks. Also to manage relationship with state-owned banks.
- Identify and develop relationships with key banks by region and country on CB Bank's correspondent bank list.
- Identify and develop relationships with key banks for nostro/vostro account relationships by currency (USD, EUR, JPY, CNH, SGD, INR, THB, GBP, AUD, etc.)
- Set up a call/visit program on foreign banks' representative offices in Yangon and foreign banks in Yangon to source for business opportunities.
- Identify product sales opportunities with regional APEC and global banks.
- Obtain credit limits for trade and treasury products from key relationship banks.
- Send SWIFT to foreign banks to establish RMA and nostro account opening.
- Follow up and respond to queries via SWIFT/email from foreign banks.
- Send queries and follow up on cases via SWIF/email to foreign banks.
- Liaise with different departments to provide full service to partners banks for mutually beneficial deals.
- Work independently, taking ownership of issues and escalating to management as required to appropriate party.
- Arranging appointments and organizing meetings smoothly.
- Handle calls promptly by providing accurate and timely information

Requirements

- Skill & Competencies Requirement
- 5 years' working experience in Corporate Banking Financial Institutions or Corporate Banking. Fresh graduates are also encouraged to apply.
- Excellent interpersonal, verbal and written communication skills and ability to communicate with different departments are also required.
- Strong customer service and analytical skills.
- Self-motivated and independent.
- Able to effectively interact with people at all levels and be a team player.
- Other than Burmese and English, ability to read, write or speak in Chinese, Japanese, Korean or Thai will be added advantage.
- Proficiency in MS Office (Word, Excel, PowerPoint, Outlook)