

Relationships Manager (FI) – Chinese Speaker / Korea Speaker (2 Psots)

Responsibilities

- Develop and grow a portfolio of financial institution clients, including foreign, local, and state-owned banks.
- Build and manage correspondent banking relationships by region and currency, including nostro/vostro account setup across major currencies (USD, EUR, JPY, CNH, SGD, THB, GBP, AUD, etc).
- Initiate and coordinate business development visits and calls with foreign banks and their representative offices in Yangon.
- Identify product sales opportunities with regional APEC and global banks.
- Obtain and manage credit limits for trade and treasury products.
- Communicate with foreign banks via SWIFT and email for RMA setups, account openings, inquiries, and case follow-ups.
- Collaborate with internal departments to ensure smooth execution of deals and support to partner banks.
- Take ownership of issues, work independently, and escalate when necessary.
- Schedule appointments and organize meetings effectively.
- Respond to calls and inquiries with accurate and timely information.

Requirements

- Bachelor's degree in finance, economics, or related field.
- Excellent interpersonal, verbal, and written communication skills are required, along with the ability to communicate effectively with different departments.
- Excellent written and verbal communication skills.
- Able to effectively interact with people at all levels and be a team player.
- Proficient in Microsoft Office, particularly Excel and PowerPoint.