



PR/094782 | Business Loan Relationship Manager / Business Development Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1538235

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:14

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a premier financial services and consulting firm.

Job Responsibilities

- Develop and maintain long-lasting relationships with clients, providing tailored loan solutions for both personal and corporate needs.
- Identify and cultivate new business opportunities, expanding our client base and generating revenue.
- Evaluate loan applications, assessing creditworthiness and risk, in compliance with company policies and industry regulations.
- Collaborate with the credit and underwriting teams to ensure accurate and timely loan approvals.
- Maintain a thorough understanding of the company's loan products and services, ensuring you can effectively address clients' needs.
- Attend networking events and industry conferences, representing the company and fostering new connections.
- Continuously stay informed of market trends and changes within the financial sector, adapting strategies and services accordingly.

Job Requirements

- With a minimum of 5 years of experience in loans sales or relationship management.

- Proven track record in loans sales, with a strong understanding of both personal and corporate loans.
- Excellent interpersonal and communication skills, with the ability to establish trust and rapport with clients.
- Experience in evaluating loan applications and assessing credit risk.
- Strong analytical, problem-solving, and decision-making skills.
- Self-motivated with the ability to work both independently and collaboratively within a team.
- Familiarity with industry regulations and compliance standards.

EA: JAC Recruitment Pte. Ltd.
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EA Personnel: R1872520
EA Personnel Name: Lum Yu Ru

Company Description