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JAC Recruitment Singapore

PR/097355 | Cash Relationship Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1604803

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES

- The Small Business Clients segment in SME Banking within the bank aims to provide companies with turnover of up to US\$25 mil in Singapore a suite of product that meets their financing requirements.
- As a Business Banker, in addition to providing team support to your counterparts, you will be expected to actively acquire New-to-Bank (NTB) relationships and cross-sell the entire suite of SME Banking products to meet and exceed quarterly sales targets as stipulated in the "Quarterly Scorecard" as well as ensure that the NTBs acquired by yourself consistently comment on how amazing your service is.

REQUIREMENTS

Performance Measures

- To achieve quarterly New Sales Revenue (NSR) targets through New-to-Bank client acquisitions, and active cross-selling of SME Banking products and Wealth Solutions

Risk Measures

- To ensure complete compliance and quality of work that meets internal and regulatory requirements.
- Bank's interest must be protected at all times. Raise any risk concerns in writing immediately to seniors. Ensure Bank's is never at risk from your action, or inaction.
- Compliance with all the Bank's policies without any delays.
- To engage in active cross-selling of SME Banking suite of products to ensure that each NTB holds at least 2 Products Per Client (PPC).
- Drive cross product sales of all the Bank's products and services for SME Banking and active referrals to Affluent (Individual) level.
- On a reasonable basis, to revert to all customer queries within 2 business days.

IDEAL CANDIDATE

- 3+ years of SME /Business Banking experience, focused on acquiring New-to bank Small business clients and promoting the whole suite of SME Banking products- Financing, cash solutions etc.
- They consistently achieve quarterly sales and NSR targets through proactive prospecting of SME business clients and strong cross-selling of wealth solutions.
- Strong client relationship skills, service excellence, and responsiveness, ensuring quick turnaround to client queries.
- Uphold high standards of ethics, risk awareness, and full compliance with internal policies and regulatory requirements.
- Strong team player, they collaborate closely with stakeholders while maintaining accountability for individual performance.

We regret to inform that only shortlisted candidates will be notified.
We appreciate your understanding. Candidates requiring visa need not to apply.

EA: JAC Recruitment Pte. Ltd.
EA Licence: 90C3026
EA Personnel: R22109162
EA Personnel Name: Tan Wan Ting

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#countrysingapore

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Company Description