



PR/094804 | Relationship Manager

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント シンガポール

求人ID

1538239

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:14

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

Our client is a Wholesale Banking.

Job Responsibilities

- Acquire new-to-bank customers to develop new business accounts.
- Conduct proper Customer Due Diligence (CDD) and Know-Your-Customer (KYC) prior to onboarding
- Ensure compliance of mandatory banking policies and procedures
- Introducing the Banking products and services.
- Identify cross-selling and up-selling opportunities beyond account opening for cross referral to capture additional revenue
- Proactively engage existing portfolio of channel partners to increase customer referrals
- Develop and build new referral channels via proactive outbound engagement

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.
- 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.
EA Licence: 90C3026
EA Personnel: R1872520
EA Personnel Name: Lum Yu Ru

会社説明