



PR/097355 | Cash 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

1604803

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

2026年08月11日 05:00

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

ネイティブ

日本語レベル

無し

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

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

#LI-JACSG

#countrysingapore

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会社説明