

Regional Relationship Manager - Private Banking

 Closing Date: 20th January 2023

Job Profile

- To manage the assigned portfolio of Private Banking clients of the Non-RM managed branches and ensure achievement of business objectives, whilst maintaining asset quality as per the credit guidelines of the Bank.
- To visit clients once a week or once a month with the respective Branch Manager, Zonal Credit Manager and Commercial / Corporate RMs, to strengthen the relationship across multiple business verticals
- By working towards established targets, monitoring actual performance and taking remedial action.
- By maintaining a cordial relationship, driven by superior service quality with the assigned portfolio of clients in order to ensure full and efficient utilization of limits approved for each client.
- By acting as an intermediary between the clients and important support service points of the bank i.e. Trade Services, Treasury, Branches, Banking Operations, settlements etc. to provide a superior service.
- Consistently deliver unparalleled and unprecedented levels of convenience to the customer by maintaining superior customer service with high level of customer satisfaction and Improve up-selling and cross selling strategies.
- By establishing mechanisms to ensure compliance and ensuring there are no adverse comments from internal audits, external audits and audits done by regulatory bodies.
- Monitor and control operational activities of the Private Banking Centre/Branches and minimise operational losses
- Strict compliance and adherence to operational guidelines.

Special Skills

- Outgoing personality with high levels of inter-personal & multi- skills with exposure to Relationship Management, Sales and Service
- Strong understanding of the localities of the respective markets and geographical regions.
- Excellent communication skills

Experience & Qualifications

- 7 years experience in a Bank /Financial institution with a minimum of 2 years at Deputy Manager level
- Have a broader understanding about Business banking, MME, Commercial Banking and Corporate Banking business propositions

OR

- 6 years experience in a Bank /Financial institution with a minimum of 2 years at Deputy Manager level
- Have a broader understanding about Business banking, MME, Commercial Banking and Corporate Banking business propositions
- A degree or Full/Part Qualification