

Relationship Manager/Team Leader, Banking Services

Job Descriptions:

- Prepare financial and business analysis, case presentation and credit application reports.
- Perform account opening, KYC/ AML related work, deal execution and documentation.
- Provide good customer services to clients and handle daily operational and administration works.

Responsibilities:

- Self-motivated to promote and establish business relationship with existing /eligible new customers.
- Maintain and develop strong customer relationship to facilitate cross-selling of different banking products
- Support the Department Head and Management to plan and implement objectives in pursuit of longer-term strategic goals in alignment with the bank's strategic objectives.
- Work closely and collaborate effectively with product partners and other departments in order to meet customer satisfaction as well as the Bank's strategic objectives.
- Monitor the performance and credit status of customers periodically and take necessary actions in case of need.
- Supervise and train junior staff to make them achieve their assignment effectively
- Ensure full compliance with the prevailing regulations and follow all internal controls.

Requirements:

- Bachelor Degree or above required, preferably with major in Business, Economics, Finance, Mathematics or Accounting
- 3-10 years of experience in corporate banking business.
- Solid local syndication loan and Non-bank FI credit experience with priority
- Strong credit analytical skills and marketing experience in corporate banking business
- Strong commercial sense with knowledge in corporate banking products.
- Strong stakeholder management skills to collaborate with other departments and other regions.
- Strong coaching, mentoring and leadership skills
- Excellent communication and presentation skills
- Expertise in local and cross-border regulations released by authorities in HK and Mainland of China
- Proficient in written and spoken English, Cantonese and Mandarin
- Capable in Microsoft Suite

We offer an attractive remuneration package to the right candidate. Interested parties please forward full resume (both English and Chinese), with current and expected salary and availability to hrd@cgbchina.com.hk.

(Data collected will be keep strictly confidential and used for recruitment purpose only.)