



## PR/094782 | Business Loan Relationship Manager / Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1521630

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

February 11th, 2025 10:40

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**COMPANY OVERVIEW**

Our client is a premier financial services and consulting firm.

**Job Responsibilities**

- Develop and maintain long-lasting relationships with clients, providing tailored loan solutions for both personal and corporate needs.
- Identify and cultivate new business opportunities, expanding our client base and generating revenue.
- Evaluate loan applications, assessing creditworthiness and risk, in compliance with company policies and industry regulations.
- Collaborate with the credit and underwriting teams to ensure accurate and timely loan approvals.
- Maintain a thorough understanding of the company's loan products and services, ensuring you can effectively address clients' needs.
- Attend networking events and industry conferences, representing the company and fostering new connections.
- Continuously stay informed of market trends and changes within the financial sector, adapting strategies and services accordingly.

**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.
- Experience in evaluating loan applications and assessing credit risk.
- 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.

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

EA: JAC Recruitment Pte. Ltd.  
EA Licence: 90C3026  
EA Personnel: R1872520  
EA Personnel Name: Lum Yu Ru

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Company Description