



PR/094804 | Relationship Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1522144

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 18th, 2025 10:15

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 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.
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EA Personnel: R1872520
EA Personnel Name: Lum Yu Ru

Company Description