

Private Banking Relationship Management (PBRM)

Responsibilities

- Drive profitable growth by acquiring, developing and servicing long-term relationships with private banking customers ((AUM more than 50 MB.)
- To plan and manage private banking portfolios through build relationship with customers to maintain key customer base of the Bank as well as expand private banking customer base.
- To offer private banking management products and provide advice relating to asset allocation in collaboration with Private Banking consultants to maximize return.
- To Generate high fees by providing private banking customers with a wide range of products such as insurance, deposit, mutual funds, private funds and structure products.
- To deliver superior services to private banking customers according to established standard for maximize customers satisfaction.
- To coordinate with related parties to execute customers' transaction or gather information to serve customers.
- To maintain current investment knowledge and information on existing products, policies and portfolio management skills.

Qualification

- Bachelor's or Master's degree in MBA, Finance, Marketing, Economics and Accounting from Thai and oversea.
- Minimum 5 years of working experience in Private Banking or Priority Banking environment is required for this position.
- Strong Team a Candidates with working experience in financial institutions or Banking abroad will be given priority management in both sales and operations banking.
- Strong banking background and experiences.
- Knowledge on Banking products and Investment related.
- Able to good communication in English is preferable.
- Have Single License accreditation, Life and Non-life insurance License.
- Outstanding presentation and communication skill
- Good negotiation skill and well-coordinated with partners
- Positive Attitude and High responsibility
- Work at Head office (Rama 3)