

SME Relationship Manager

Job description

- Responsible for sourcing new prospects and develop new customers' relationship.
- Manage and grow the assigned relationship proactively as a problem-solving professional by using one's knowledge to tailor unique and innovative financial solutions that will create value to clients.
- Sensitive to clients' s needs and be client-centric by operating more as a financial consultant and advisor.
- Monitor and control constant business volume and enhance profitability while mitigating risk in the assigned sectors, to achieve business target.
- Build and maintain relationships with other business units (within the department and the bank) in order to promote cross-selling opportunities with existing clientele base and or make referrals.
- Maintaining knowledge of clients's accounts,acquiring and updating knowledge of various bank products/services offered by the bank, interact with products development for potential opportunities.
- Participative in business development strategies that will contribute to the growth and profitability of the unit and the bank.

Qualifications

- Bachelor's or Master's degree in related fields.
- Minimum 3-5 years' experience in Relationship Manager SME field.
- Able to work under pressure and goal oriented.
- Strong Motivation and good attitude.