

Corporate Relationship Manager

Job Description / Responsibilities:

- Marketing & Cross Sell : Source prospects and develop new customer relationships, ensuring that client's needs are met
- Develop and manage relationships with existing clients and ensure that business volume is maintained
- Responsible in developing business plan which contribute to the growth of business
- Promote cross-selling from the Bank's associated and subsidiary companies under One Krungsri brand with Corporate Banking client base and/or make referral
- Portfolio Management : Monitor and control constant business volume and enhance profitability to achieve the business target
- Maintaining knowledge of client accounts; acquiring and updating knowledge of various bank products and services offered by the bank
- Product Planning: Work with product partners to ensure that client's needs are met and develop potential opportunities
- Meet with clients to determine their needs and matching these needs with comprehensive tailored-made products and services
- Work closely with Corporate Credit Analysis Team to ensure that credit-related losses are within stipulated risk-appetite levels

Qualifications:

- Education Background: Master's degree in Business, Finance, Accounting or Economics
- Working experience in Corporate Banking RM/ CA
- Excellent command of written and spoken English
- Personal Characteristics/Attributes: Ambitious, Confident, Well-organized, Result-oriented