



Relationship Manager

- **Vacancy for:** 1
- **Posted on:** Jan. 8, 2018
- **Deadline:** Jan. 23, 2018, 5 p.m.

Department: Employee Banking (EB)

Term: Fixed Term Contract of 1 year (Direct Contract Employee)

Key Responsibilities:

- Identify potential corporate within identified industry segments that meet our target EB criteria and onboard them under our EB proposition.
- Responsible for soliciting payroll accounts and cross-sell assets and wealth products to the employees in these corporations.
- Responsible for acquisition, growth, and development of the EB business focusing on Corporate and employee sign-ups, maximizing employee needs at the point of origination and deepening relationship in the assigned portfolio.
- Engage in regularly scheduled visits and sales activities at EB corporate to deepen the relationship and increase asset penetration to employees of these corporations.

Selection Criteria:

- Possessing MBA degree preferably with specialization in marketing or Bachelors degree with at least 3/4 years of experience in marketing preferably in banking and/or Insurance.
- Candidates possessing following skills will have an additional advantage:
 1. Sales planning and pipeline execution skills
 2. Negotiation and Objection handling skills
 3. Sound knowledge and understanding of the Market and Competition
 4. Strong knowledge of assets & liability products and services

Based on the performance and requirement of the Bank, this position could be considered for confirmation in a permanent role after the term mentioned above

Applying Procedure

Apply Link : <https://merojob.com/relationship-manager-7/>

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