Premier Relationship Manager

Job Description

The Group Consumer Financial Services division serves almost 3 million customers across Singapore, Malaysia, Indonesia and China. In Malaysia, our customer proposition caters to high net worth, premier and emerging affluent individuals through our premier private, wealth management and affluent banking propositions.

In CFS, we offer an accelerated career path for aspiring graduates to be future leaders. It is a start to a rewarding career opportunity that provides you a comprehensive and hands-on assignment, as well as exposure to the real-world challenges in Consumer Banking & Wealth Management. We provide the platform for you to demonstrate and showcase your critical thinking ability and innovative ideas, whilst sharpening your personal and professional competencies.

Financial

- To provide appropriate financial solutions to our Premier Banking customers and expand the Premier Franchise by acquiring new Premier Banking customers via various marketing initiatives.
- To plan, organize, participate, and execute event and sales activities in line with the Premier Banking business direction and related sales initiatives.

Service

- To provide excellent customer experience to our Premier Banking customers at all touch points via 3 distinctive service elements i.e. cared for, excellent and enhanced value.
- To build sustainable relationship with our Premier Banking customers though timely follow-ups and anticipation of customers' needs.
- To proactively engage Premier Banking customers to achieve continuous customer satisfaction.

Compliance

- To adhere to all related policies, regulatory risk, and compliance matters.
- To ensure no operational and control lapses.
- To ensure timely submission of reports for both statutory and regulatory.
- To ensure zero defect in account opening, sales transactions execution, loan submission and related matters.

Job Requirements

- Bachelor's degree, in any field, from an accredited university / college.
- Possess strong interest in financial planning, investment and keen to work in a sales driven environment;
- Preferably with 3 - 5 years' experience in sales and client relationship experience.
- Must possess the required licenses (e.g PCE, CEILI & FIMM); IPPC will be an added advantage.
- Possess good interpersonal and communication skills; able to deliver high quality customer service.
- Possess a valid driving license & own transport.

Contact Person

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