Fubon Bank 富邦銀行

Value Banking

Senior Relationship Manager / Assistant Branch Manager, Channel & Wealth Management

Responsibilities:

- Implement “one-stop financial solution” through the delivery of full range of financial services to target customers
- Institute client development, prospecting and consultative services to high net worth customers
- Handle clients’ lending applications and assist in credit monitoring
- Promote the Bank’s corporate and community image
- Assist BM to manage the branch’s overall performance including sales, services & operation
- Comply the regulatory requirement by internal/external regulator
- Plan, organize & implement localized promotion for new customer acquisition

Requirements:

- University graduate or above is preferable
- MBA degree holder, CFP or CFA is a definite advantage
- 3-5 years of relevant experience
- Experience in retail banking & wealth management business in terms of good understanding of investment products
- Understand relevant policies and procedures of the Bank as well as regulatory requirements
  Good communication skills and people management skills
- Proficiency in English and Mandarin
- PC knowledge
- Fulfill Relevant Individual (RI) & Technical Representation (TR) requirement
- Basic credit knowledge
- Excellent interpersonal and presentation skills