

Relationship Manager - Ahli United Bank

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Company: Talent Pal

Location: Bahrain

Category: other-general

RoleStatement

Responsible for generating a budgeted net financial revenue by selling / cross selling the Bank's products and services to the bank's key corporate clients by maintaining and growing a quality portfolio of designated customers who avail of banking products lending products and liability products. Responsible for an acceptable level of earnings from the designated portfolio with a view to maximise return on capital.

KeyObjectives

Marketing of Investment Funds / Liability Products Markets investment funds and other liability products with the objectives of acquisition of new customers rather than simply product pushing to existing customers and of generating fee based income.

PrincipalResponsibilities

Relationship Management Proactively manages corporate relationships to attain the budgeted assets and liabilities growth targets by selling and cross selling the entire width of wholesale banking products. Networks at the highest levels in customer organisations to establish, develop and maintain relationships. Networks extensively within the bank to ensure that the exact requirements of the customer are met with.

Credit Management Writes credit proposals for new exposure as well as additional facilities for existing clients. Ensures proper documentation is in place for all credit

exposure as per internal and external guidelines. Maintains credit quality of the designated portfolio by constant monitoring of accounts and minimization of nonperforming assets.

Recoveries Management Attains budgeted recoveries from doubtful debts through strong negotiation and working in tandem with the legal department.

People Management Manages the performance motivation and development of individuals within the team. Acts as a mentor for junior account managers in the team.

Experience

Minimum of 5 years of relevant experience as Relationship Manager within Corporate Banking Department.

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