

Relationship Manager - Bahrain

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Company: Bank of Jordan

Location: Manama

Category: other-general

Bank of Jordan, a leading financial institution with a strong presence in Bahrain, is seeking a dedicated and experienced Relationship Manager to join our dynamic team. As a Relationship Manager, you will be responsible for managing and growing client relationships, as well as providing customized banking solutions to meet their financial needs.

At Bank of Jordan, we prioritize delivering excellent customer service and building long-term relationships. As a Relationship Manager, you will have the opportunity to contribute to our mission of providing superior banking services and making a positive impact on the Bahraini community.

Responsibilities

- Build and maintain strong relationships with clients, acting as their primary point of contact for all banking needs

- Identify and understand clients' financial goals and objectives, and provide them with tailored banking solutions

- Proactively market and cross-sell a range of banking products and services to existing and potential clients

- Assess clients' creditworthiness and work with internal teams to structure appropriate financing or investment solutions

Collaborate with internal stakeholders to ensure seamless delivery of banking services and products to clients

Stay updated on market trends, industry developments, and regulatory changes to provide clients with informed advice

Monitor and manage the performance of existing client relationships and address any issues or concerns

Prepare and deliver presentations on banking products and services to clients and prospective clients

Requirements

Bachelor's degree in finance, business administration, or a related field

Minimum of 3 years of experience in Relationship Management, specifically within the banking industry in Bahrain

Strong knowledge of banking products, services, and financial markets

Excellent communication and interpersonal skills, with the ability to build and maintain relationships

Proven track record of achieving sales targets and driving revenue growth

Familiarity with local banking regulations and compliance requirements

Strong analytical and problem-solving skills, with attention to detail

Proficiency in Microsoft Office and other relevant software

Ability to work independently and collaboratively in a fast-paced environment

High degree of professionalism and integrity

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