

Senior Relationship Manager / Relationship Manager, Institutional Banking Group**Responsibilities:**

- To assist Department Head in managing the relationship of a portfolio of banks, NBFIs, Public Sector & Fubon group companies and preparation of credit application.
- To expand the NBFi portfolio by identifying new clients, e.g. insurance companies, asset managers, investment funds, financial sponsors, family offices, fintech/ digital finance firms, payment/ virtual asset firms.
- To achieve the budget assigned to the team by building up and expanding the portfolio in the areas of loan extension, deposit acquisition and other cross sell targets, as assigned.
- To cordially liaise with interbank counterparties and internal operating units.
- To handle enquiries from customers which maintain operating bank accounts with FBHK.
- To proactively review and monitor compliance, especially AML related matters / projects.

Requirements:

- University graduate or above
- 3-5 years or above RM experience preferably in the FI sector; 5 – 10 years for a senior RM.
- Familiar with relevant KYC policies and procedures for banks and NBFIs as well as regulatory requirements
- Good communication skill and people management skills
- Highly motivated and target oriented
- Well-versed in written and spoken English and Cantonese. Fluency in Putonghua is also preferred

We offer a competitive remuneration package to the right candidates. Interested parties please send your resume to The Human Resources Management Group, Fubon Bank (Hong Kong) Limited via e-mail: fubonbankhr.fbhk@fubon.com

*All personal data provided by job applicants will be used for recruitment purposes only in accordance with the Bank's Personal Data Information Collection Statement, a copy of which is available on our website: http://www.fubonbank.com.hk/web/html/sh_careers_e.html