

Manager/Snr Officer, Account Mgr/Marketing Mgr, Business Banking, SibU Branch

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Company: United Overseas Bank

Location: SibU

Category: business-and-financial-operations

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Posting Date: 19-May-2023 Location:

SibU, Sarawak, MY

Company: United Overseas Bank (Malaysia) Bhd

About UOB

United Overseas Bank Limited (UOB) is a leading bank in Asia with a global network of more than 500 branches and offices in 19 countries and territories in Asia Pacific, Europe and North America. In Asia, we operate through our head office in Singapore and banking subsidiaries in China, Indonesia, Malaysia and Thailand, as well as branches and offices. Our history spans more than 80 years. Over this time, we have been guided by our values — Honorable, Enterprising, United and Committed. This means we always strive to do what is right, build for the future, work as one team and pursue long-term success. It is how we work, consistently, be it towards the company, our colleagues or our customers.

About the Department

The **Retail** function provides Personal and Business Banking customers with financial solutions tailored to their needs. We help them manage their money wisely and meet their financial goals through an extensive range of products and services. These include deposit, insurance, secured and unsecured loans, investment and wealth advisory services.

Business Banking

We develop integrated products and services targeted at helping small and medium-sized enterprises across the region progress through different stages of growth. These include

innovative solutions and initiatives in areas of working capital loans, operational efficiency and currency exposure.

Job Responsibilities

For Account Manager

Responsible in building strong relationship and enhancing relationship to ensure SME client's optimum utilization of banking facilities in accordance with the bank's prescribed standards and regulatory requirements

Perform credit evaluation and establish / maintain account relationships with both existing and prospective customers

Achieve sales target income, contribute to the profitability and growth of the branch by developing and maintaining customer relationship through utilizing the full spectrum of banking products and services

For Marketing Manager

Actively solicit for loans, deposit and Banca sales - ensure end to end follow through to make sure effort turns into production

Achieve sales target allocated for Loans, Deposits, Banca and number of new customer target

Adopt good follow through practice and prompt execution culture in performing the role

Risk Management - Perform proper introduction of customers and conduct joint introduction visitation with Account Manager

Quality Control & Compliance - ensure quality submission to achieve high accuracy and correctness

Deliver clear expectation on the terms in letter of offer and other documents and process workflow to customers

Observe and adhere to Standard Filing Order of credit files before handling over to Account Management Team

Maintain and build good rapport with internal and external customer for business referrals.

Adhere to the regulatory requirements and processes being practiced at all time

Job Requirements

For Account Manager

Minimum 5 years of working experience in business-to-consumer sales with proven track record

Sales experience in Banking Retail Products preferably in mortgage sales will be an added advantage

Experience and exposure in credit marketing with good credit knowledge is preferred and will be an added advantage

Wide network of SME business contacts and possesses good business acumen

Excellent listening, oral and written communication skills

For Marketing Manager

Strong business acumen, proactive and a highly motivated self-starter

Good sales and customer relationship management

Strong analytical skill in financial account and well-verse in cash flow analysis

Preferable 3 to 5 years of working experiences in business-to-consumer sales with proven track record

Experience and exposure in credit marketing is preferred and will be an added advantage

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