

**Position: Relationship Manager - Funding**  
**Branch Banking Department**

Job Description:

- Expand new deposit customers and achieve funding target according to bank target.
- Expand new retail customers and achieve retail target according to bank target.
- Set marketing plan, Follow up with any significant movement that may effect on deposit and retail target in local area.
- Develop strong relationship with customers in local area.
- Present information related to business center's deposit and retail issue to the management for making decision.
- Take care and provide excellence service to customer.
- Assist in expanding credit/lending business mainly by customer referring.
- Monitor the accuracy of banking transaction.

Qualifications Required:

- Bachelor degree or above but can even be lower than bachelor in case of a really good candidate.
- With an age from 33 to 40, at least 3 years in funding front line sales job, especially in SME and personal deposits taking.
- Good in selling, interpersonal and negotiation skills.
- No need to be able to speak English, but ability to speak Chinese will be a big advantage.
- Positive Thinking, Assertive and able to work at business center.

HR Recruitment: [hr@th.icbc.com.cn](mailto:hr@th.icbc.com.cn)