

Position: Relationship Manager - Funding  
Department: Branch Banking  
Level: Assistant Manager - Assistant Vice President

Job Description:

1. Expand new deposit customers and achieve funding target according to bank target.
2. Expand new retail customers and achieve retail target according to bank target.
3. Set marketing plan, Follow up with any significant movement that may effect on deposit and retail target in local area.
4. Develop strong relationship with customers in local area.
5. Present information related to business center's deposit and retail issue to the management for making decision.
6. Take care and provide excellence service to customer.
7. Assist in expanding credit/lending business mainly by customer referring.
8. 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)