

## Asia-Pacific Business Department

### Relationship Manager, Foreign Enterprises Finance (Ref. No: APD-745)

#### Job Responsibilities:

- Assist senior marketing officers on customer portfolio accounts management to contribute to the sustained, profitable growth of our Bank
- Assist senior marketing officers to solicit and establish new customer relationship
- Strengthen, broaden and protect existing customer relationships
- Practise sound credit risk management
- Manage development of self and staff
- Implement improvement initiatives

#### Job Requirements:

- University graduate
- At least 2 years' relevant experience
- Good credit analysis and marketing skills with knowledge of Asian markets
- Sound knowledge on credit and banking products as well as proven cashflow modeling skill
- Sound business sense with good interpersonal and communication skills
- Good computer skills
- Good command of both written and spoken English & Chinese (including Putonghua)
- Candidates with less experience will also be considered

To apply, please submit your resume to [hrd@icbcasia.com](mailto:hrd@icbcasia.com).

*All information provided by applicants will be used only for recruitment purposes and will be used strictly in accordance with the Bank's Privacy Policy Statements and Circulars, which are available on our website.*