

## **Custody Services Department**

### **Business Development Head**

**(Ref. No: CUD-1050)**

#### **Job Responsibilities:**

- Develop, manage and deepen the relationship with clients for business expansion
- Work closely with our other Departments to contribute to the sustainable and profitable growth of our Bank
- Develop and execute sales and marketing strategy to achieve sales target
- Organize the sales team members to complete department marketing sales KPI

#### **Job Requirements:**

- University graduate
- 5-10 years' experiences in Custody and Trustee, Wealth Management, Corporate Banking or Financial Institution Department, preferably in sales and relationship management
- Knowledge of cross border products like QDII and QFII is preferable
- Ability to manage a Sales and Relationship Management team
- Ability to interact and build relationship with internal and external stakeholders
- Excellent sales and marketing skills
- Good command of both written and spoken English & Chinese (including Putonghua)
- Good team spirit, cooperative and able to work under pressure

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.*