

## Securities Business Department

### Business Management Head

(Ref. No: SBD-1486)

#### Job Responsibilities:

- Report to the Deputy Head of Securities Business Department to serve as a key member of the Business Management team helping to ensure adequate controls in day-to-day operational and other related matters of the team
- Lead and promote business development as well as marketing activities by designing and implementing strategies of the Bank
- High coordination with branches and other entities for cross selling, expand client referral sources. Develop and maintain good relationship with different parties
- Establish and maintain contact with internal and external agencies/entities to prepare marketing materials and launch marketing campaigns timely
- Explore business opportunities through data mining, including but not limited to latest market situation and campaign performance data

#### Job Requirements:

- University degree or above with major in Business Administration, Marketing, Finance, Management or related disciplines
- At least 6 years of marketing and business policy establishment experience
- Holder of the Securities Regulatory Commission No. 1 and 4 licenses is preferred
- Good interpersonal, business and compliance management skills
- Detailed-oriented, good team player
- Good command of Chinese and English, including Putonghua

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.*