

SBM is a leading financial services group in Mauritius, and is also present in India, Madagascar and Kenya. The Group has a customer base of more than 500,000, providing adapted financial solutions and supported by multi-channel capabilities. The strategy of the Group revolves around modernisation and diversification of its offering, expansion of its markets, and enhancement of capabilities, prominently regarding human capital.

Our employees – currently around 1,800 – are at the heart of our growth strategy. In our quest to be the employer of choice and a reference, we are laying increasing emphasis on developing and nurturing our talent pool. SBM aims to become a reference for creating talent for the world of tomorrow.



## Open your door to success by joining our Banking operations in Seychelles:

### Relationship Manager (Ref RM/18)

#### Key Responsibilities:

- Build and maintain close relationships with customers in the portfolio through enhanced contact management
- Meet sales targets by identifying and meeting customer needs as well as being actively involved in cross selling of the Bank's products
- Identify, develop and retain high value retail customers through excellent customer service
- Actively involved in business development opportunities to meet growth targets
- Provide direct 'hands on' sales support to generate and convert quality leads into profitable sales
- Ensure dedicated service to customers through close follow-up, personal attention and effective coordination

#### Qualifications, Experience & Skills:

- Minimum qualification: University degree in Management/Banking/Finance
- At least 3 years' in Sales/Banking experience
- Knowledge of banking products
- Self-motivated and result-oriented
- Excellent Skills in:
  - Communication & Interpersonal
  - Building customer relationship
  - Networking & Presentation
  - Negotiation & Selling
- Organisational and time management skills
- Customer Centric
- Ability to work under pressure, meet targets and deadlines

If you believe in taking new challenges, have the right mind-set and match the job profile, please specify the job position you are applying for and complete your online application form on [www.sbmgroup.mu/vacancies](http://www.sbmgroup.mu/vacancies) (where the detailed job profile can be viewed) or alternatively send your application with full C.V. (quoting the reference as above on the top left-hand corner of the envelope) to: SBM Bank (Seychelles) Limited, P.O. Box 1474, Victoria, Mahé, Seychelles by Sunday, 30<sup>th</sup> September 2018.

We thank you for your interest and invite you to grow with us.

Kindly note:

All applications will be dealt with in strict confidence.

Application is valid for residents of Seychelles only.

The Group reserves the right to call only the best candidates for interview.

SBM reserves the right not to fill in this vacancy following this advertisement.

SBM is an equal Opportunity Employer.

One step in the right direction and a giant leap for your career.