

# CAREER OPPORTUNITIES



SBM is a leading financial services group in Mauritius, with a growing presence in the region, namely in Kenya, India and Madagascar. We serve a client base of more than 875,000, across the corporate, retail and high net worth segments and we provide adapted financial solutions supported by multi-channel capabilities within a universal banking model. The strategy of the Group revolves around modernisation and diversification of its offering, expansion of its markets, enhancement of capabilities prominently with respect to human capital, and effective risk management.

Our employees – currently more than 2,500 across the Group – are at the heart of our growth strategy. In our quest to be the employer of choice, we are laying increasing emphasis on developing and nurturing talent. SBM aims to become a reference in creating talent for a smarter tomorrow.

Open your door to success by joining us in the following challenging position:

## Relationship Manager - International Banking Division

### Job Purpose:

Working within the International Banking Division as Relationship Manager, you will act as the primary contact for a portfolio of corporate clients.

Your core roles will be to develop new business relationships and maintain important revenue-generating client relationships, assess the risks and impact from both the client's and bank's perspective, identify opportunities to cross-sell related banking products and services and lead the development of an overall client relationship strategy.

### Key Responsibilities:

- Grow and retain a portfolio of clients by performing a proactive, mobile, value-adding financial partnership role
- Promote, sell, structure and provide advice on a diverse range of financial solutions customised to best meet the financial needs of the customer segment
- Support the team in mining and analysing customer data to identify and plan for expansion and/or additional business
- Build and maintain close relationship with customers in the portfolio through regular contacts and visits
- Ensure excellent customer service quality and efficiency between customers and service fulfilment as well as back office/credit functions through close follow-up and proactive approach
- Support the team in implementing sales tactics, achieving growth objectives and sales targets

### Qualifications, Experience & Skills:

- University degree in Banking/Economics/Finance/Accounting/Law or any other acceptable qualification to the Bank
- At least 3 years' experience within the banking and/or financial services sector, preferably in customer facing roles
- Sound knowledge of banking practices, procedures and products
- Excellent communication and interpersonal skills
- Effective presentation, networking and negotiation skills
- Sound analytical and technical skills

If you believe in taking new challenges with the right mindset, please refer to our website for full details and complete our online application form on [www.sbmgroup.mu/vacancies](http://www.sbmgroup.mu/vacancies) by Thursday, 26<sup>th</sup> September 2019.

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

Kindly note:

All applications will be dealt with in strict confidence.

Please favour online application.

The Group reserves the right to call only the best candidates for interview OR to consider applications from candidates not meeting the above qualification criteria but having compensating experience in the field OR not to fill this position following this advertisement.

SBM is an equal opportunity employer.

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