

CAREER OPPORTUNITIES



SBM is a leading financial services group in Mauritius, with a growing presence in the region, namely in Kenya, India, Madagascar and Seychelles. 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:

Dealer – Financial Markets Division

Job Purpose:

Reporting to the Head of Sales – Financial Markets Division, the job incumbent will be responsible to perform cross selling of treasury products, provide advice to clients on investments and maintain good relationship with clients in view of achieving the set target in terms of volume and profit, within Company and regulatory guidelines, policies, procedures and other requirements.

Key Responsibilities:

- Achieve Sales Income Target and Manage effectively client portfolio
- Build relationships with internal counterparts such as Corporate Banking RMs, and leverage on such relationships to best serve our clients
- Regular visits to Corporate Clients to discuss their Treasury needs
- Prepare & deliver presentations on SBM Treasury Capabilities
- Identify clients' needs across other asset classes and products
- Ensure that client requests and queries are resolved in a timely manner
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Ensure high level of service standards including level of ethics and integrity in line with SBM values

Qualifications, Experience & Skills:

- University degree in Finance, Economics or Banking and/or any other relevant field
- At least 2 years' experience in the banking sector or in a management company
- Excellent communication & interpersonal skills
- Extrovert, dynamic and pro-active
- Adaptable to multicultural work environment
- Good sales and negotiation skills
- Solution provider and proactive attitude
- Ability to work under pressure and meet deadlines

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 by Monday, 17th August 2020.

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.