

United Arab Emirates Jobs Expertini®

Relationship Manager

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Company: Abu Dhabi Islamic Bank PJSC

Location: , , United Arab Emirates

Category: sales-and-related

Role : Relationship Manager Location : Abu Dhabi

Role Purpose:

Maximize portfolio revenue through all offered products.

High level service & special attention to Elite clients.

One Stop Shop concept- RM to be the focal point for all services.

Retention of existing clients & increase acquisition.

Confidentiality should be maintained in all aspects of the job. Key Accountabilities of the role

Achieve sales targets.

Build and maintain strong and healthy relationships with elite clients.

Maximize revenue through existing clients (FX, TT, Cash Management Services & Investment).

Conduct regular visits to Elite clients (quarterly for top clients).

Cross selling bank products for retention of clients.

Ensure customer's complaints are resolved efficiently.

Perform other tasks specified by management.

Specialist Skills / Technical Knowledge Required for this role:

Compliance with Bank internal policy

Applying procedures and dedication for TAT

Excellent knowledge of service standards.

Knowledge of Business Relationship Management.

Fair knowledge of UAE Banking practice, regulations and risks.

Excellent communication and computer skills.

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