

United Arab Emirates Jobs Expertini®

Relationship Manager - Corporate Clients

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Company: ING Bank N.V.

Location: dubai

Category: other-general

Job Specification:The Corporate Sector Coverage (CSC) team aims to seamlessly originate, coordinate, and execute integrated propositions towards our clients. The strategic goal of the CSC team is to identify and build long term client relationships leveraging synergies with ING's Sector model, Network, ESG in pursuit of delivering a differentiated client experience. The Relationship Manager (RM) is responsible for taking responsibility for, and building a multi-product, cross-sector client portfolio. What experience are we looking for?• 5- 7 years of relevant experience (described below)• Origination, someone who can identify the right sort of opportunity for ING.• Client Relations, someone who can create, develop, and maintain relationships.• Previous experience working with Middle Eastern Clients – i.e., Government Owned or Government Related Entities (GRE) and large-scale corporates. Perhaps you have been operating at VP level for a couple of years already or ore ready to take the step up?The CSC team is responsible for the delivery of the bank's products and services into the Gulf Corporation Council region (GCC) and wider Middle East. Traditionally known for its abundance of oil and gas the GCC is made up of six countries - Kuwait, Oman, Bahrain, Qatar, Saudi Arabia, and the United Arab Emirates. Sustainability is a key topic for the region, given the need to accelerate the energy transition. This is a key pillar to ING's Middle East strategy.ING is looking for a Vice President Relationship Manager ("RM") to take on existing clients and build the Corporate Client portfolio. The role will report to the Head of Corporate Sector Coverage Middle East. The ideal candidate has a track record (5-7 years) of working for an international bank with knowledge of the region and the clients.As part of the Corporate Sector Coverage team, the Relationship Management ("RM") will join the

existing 3-person team. The candidate will take on and manage a client portfolio of new and existing clients. The candidate will be responsible for the end-to-end coverage of a portfolio of corporate clients. You will have a strong understanding of the banks Middle East strategy and client proposition and will work to identify opportunities that align with ING's Risk, Sector and ESG appetite. Working with the Sector and Product teams, the RM will manage the client relationships and will be the central point managing the Virtual Client Team and preparing the delivery of integrated client pitches.

Main Duties and Responsibilities of Role: Parent Account Managers (PAMs) and Local Account Managers (LAMs) are in the lead when identifying, analysing, and delivering new clients and/or new financial offerings to existing clients of the organisation.

- The RM will have PAM responsibility for a targeted portfolio of Middle East clients and potentially act as LAM for selected inbound clients.
- Responsibility for developing client account plans in collaboration with the Virtual Client Team with a focus on the product mix and share of wallet.
- The RM is responsible for monitoring and ensuring that client returns are maintained at or above the minimum relationship thresholds.
- Success in the role largely relies on collaboration with Sector / Product groups in multiple geographies; it is the RM's responsibility to keep stakeholders abreast of market trends and regional developments. Whilst ensuring commercial activities are well aligned with the Middle East and Sector teams' strategy.
- The RM will work closely with the Sector and Product teams to prepare, submit and present transactions to the relevant regional or Sector GLC's.
- Identify client business needs and potential (regional / international) opportunities that arise as a result and be the lead in presenting these opportunities internally.
- Provide commercial input on Credit Applications, Modifications and Reviews, including PAM advice.
- Disciplined follow-up on client opportunities and preparing meeting reports and communicating these through the organisation.

Profile:

- Experienced relationship banker with at least 3-7 years of commercial wholesale banking experience.
- The RM will have a working understanding of the GCC region, the geography, the economies and the key sectors.
- Self-starter with strong origination, networking and relationship building skills.
- Highly collaborative personality, strong team player with the ability to communicate effectively across products and Sectors.
- Experience in originating opportunities and marketing TS/FM/Capital Market solutions with a focus on diversifying client income and developing long term profitable relationships.
- Strong interpersonal skills, international mind-set and culturally aware.
- Ability to work under pressure against often tight timelines in a fast-moving emerging market.

ING's purpose is

“Empowering people to stay a step ahead in life and in business”. Every ING colleague is given the opportunity to contribute to that vision. We champion a self-reliance and foster a collaborative and innovative culture. The Orange Code is our global manifesto for how we stay true to our purpose and our tradition of reinvention and empowerment. It is made up of ING Values (we are honest; we are prudent; we are responsible) and ING Behaviours: (you take it on and make it happen; you help others to be successful; you are always a step ahead). For us, success will only be achieved if we act with integrity. Some companies see diversity as a box to be ticked. We see it as fundamental to our success and we encourage a proper work/life balance. At ING, you’ll only be judged on your performance and your values + behaviours. And that’s a promise. In order to operate ING’s recruitment process, we will collect and store personal information you provide. Please request the privacy notice should you wish to understand how ING uses and protects this information.

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