

United Arab Emirates Jobs Expertini®

Relationship Manager Jobs In Dubai UAE 2023 | Emirates Group

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Company: Emirates Group

Location: dubai

Category: other-general

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Description:

We are looking for an outgoing relationship manager to foster strong relationships with our clients. The relationship manager's responsibilities also include seeking out new business opportunities, providing clients with knowledgeable advice, guiding their choices, promptly resolving complaints, and ensuring client satisfaction.

Responsibilities: Acquire new to bank HNI customer relationships satisfying the priority banking criteria through sales of liability, Asset and investment products

To ensure cross sell and refer business to other areas of the bank

To be conversant with the full range of PRB Banking products and services

Meet all assigned targets on WM revenue, FX revenue Deposits and Assets consistently month on month

Regularly review account performance and make appropriate recommendations for optimizing returns.

Comply with the approved policies, procedures and norms to protect the organization's and customer's interests.

Supervise and guide a team of junior relationship / support staff to deliver targeted results. Requirements: CISI profession certification

Experience in Priority Banking or Private Banking relationship management

Vacancies in Sharjah and Fujairah

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