

# United Arab Emirates Jobs Expertini®

## Relationship Officer Jobs In Dubai 2022 | FAB Resourcing Services

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Company: FAB Resourcing Services

Location: , Dubai, United Arab Emirates

Category: architecture-and-engineering

### Relationship Officer Jobs In Dubai 2022 | FAB Resourcing Services

#### Job Responsibilities:

Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet assigned targets.

Meets assigned targets for profitable sales volume and strategic objectives.

Proactively leads a joint channel planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive broker channel relationship.

Manages potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.

Ensuring origination and execution of customer onboarding process.

Follow all relevant departmental policies, processes, standard operating procedures, and instructions so that work is carried out in a controlled and consistent manner.

Demonstrate compliance to organisation's values and ethics at all times to support the establishment of a value drive culture within the bank.

Liaises with relevant team within the Bank to support brokers to fasten and streamline the onboarding process

Contribute to the identification of opportunities for continuous improvement and

sustainability of systems, processes and practices considering global standards, productivity improvement and cost reduction.

Assist in the preparation of timely and accurate statements and reports to meet department requirements, policies and quality standards.

Internal TAT management

Adherence to policies, processes, and procedures of FAB

SME & Mortgage Experience

Job Requirements:

2-5 years' relevant experience in the Corporate, Commercial or Business Banking with at least 2 years in similar positions of progressively increasing responsibilities in sales function.

#J-18808-Ljbffr

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