

# United Arab Emirates Jobs Expertini®

## Senior Manager – Islamic SME Banking & Alliances

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Company: Standard Chartered Bank - UAE

Location: dubai

Category: other-general

Senior Manager – Islamic SME Banking & Alliances Why Standard Chartered? Standard Chartered is a leading international banking group operating for over 150 years in Asia, Africa and the Middle East. We've built a successful and sustainable business by playing a fundamental role in economies, helping people and businesses grow and achieve their aspirations. With over 89,000 employees representing 127 nationalities, we value the diversity and unique perspectives amongst our people. We are committed to developing their strengths and enabling them to make a difference to our success by helping them fulfil their potential. Our Consumer Banking business offers solutions and services through multiple channels including branches, call centres, award winning online and mobile applications. We drive deep relationships with our 13 million customers by consistently meeting their financial needs, whether it's introducing first-to-market solutions that bring greater convenience and flexibility, or rewarding their total banking relationship with us.

**Job Description\*** To work as strategic partner with SME front line i.e. ME and SB RMs, VRMs, and New Business to ensure smooth pitching and on-boarding of Islamic clients including guidance on documentation\* Act as a product specialist for RMs on client meetings to introduce and explain the Saadiq solutions to meet their needs\* Concentrated responsibility to work with the SME product/frontline teams and support functions to build on the current Islamic banking capabilities and to create seamless customer experience.\* To facilitate day to day approval and execution of Islamic transactions through SME credit, CRC and trade OPS\* Monitor Islamic share in origination of NTB accounts on both borrowing and non borrowing side\* Lead the One-Bank initiative on Islamic Banking side building active synergies of Islamic SME with

Islamic Priority & Private Banking for clients and Employee Banking & WB in general\*

Explore alliances opportunities  
Compliance & Risk Management:\* Keep track of all Shariah audit issues and their timely closure\* Ensure that over all SME Islamic segment is aligned in terms of Islamic Minimum control standards rolled out by CB Group Islamic\* Maintain housekeeping in terms of all submissions to SME PGC and keep a track of all Islamic SME products governance CAs and adherence checklists\* Manage and mitigate relevant operational, reputational and business risks\* Manage all internal and group functions for various business agendas

How To Apply  
Please apply online. To help speed up your application, please note the following:- You will need to log in (or register if you are visiting our careers site for the first time) before you can apply for a specific role- Some roles may require you to undertake an online talent assessment in addition to completing the application form (to facilitate this process it is preferable that you provide us with an email address as part of your contact information)- We will ask you about your education, career history and skills and experience, it may be helpful to have this information at hand when completing your application  
It usually takes 15 - 20 minutes to complete the application form; you can save your application at any time and return to complete it at your convenience.

Qualifications & Skills\* MBA or relevant specializations\* Strong banking experience with exposure to SME/Commercial banking\* Exposure to handling HNW clients for Retail & Wealth products would be considered a plus - to drive Priority/Private x-sell and exploiting Employee Banking/ potential\* UAE market knowledge is required with the expectation to propose strategic initiatives\* Track-record of new initiatives and driving agendas/ideas for creating new revenue streams\* Strong communication, negotiation and interpersonal skills

About The Company  
Standard Chartered Bank started in 1958 in UAE with its first branch in Sharjah. The Group's business gradually increased in Dubai with the opening of several branches and today, Dubai is the administrative hub of the Middle East and South Asia Region. In its 43rd year, the Bank enjoys the position of having the most extensive branch network among foreign international banks in UAE with 10 branches emirate-wide.  
Standard Chartered is an international bank, focused on the established and emerging markets of Asia, Africa, the Middle East and Latin America with an extensive global network of more than 600 offices in over 50 countries. The three principal business groups are Global Markets, Personal Banking and Corporate and Institutional Banking.  
In UAE, we are one of the leading banks, offering an extensive range of products and services for personal customers, local companies, multinational corporate and financial institutions.

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