

**Position Title:**

Corporate Wealth Management

**Key responsibilities:**

- To master knowledge on cash management and trade-finance products to give customers best advice/solution for their banking requirements
- Make sure there is a good combination of existing customers and new-to-bank customers within own portfolio in order to achieve current-year KPI and to be prepared for KPI in coming years
- Arrange resources to work with FDI centers, GRM and other eco-partners in order to capture additional of available business opportunities in Vietnam
- Actively engage lending RMs and/or other internal partners where appropriate for cross-selling activities to ensure customer stickiness and to maximize our wallet-share for FD and/or CASA

**Key requirements:**

- Bachelor's degree in computer science/engineering.
- Experience in Banking, Wealth, Customer Management, KYC and AML solutions
- Experience in managing production support and maintenance
- Requires superior analytics and problem-solving skills. Must be attentive to details.
- Ability to work in a fast-paced, team-oriented environment.
- A strong & assertive communicator in speaking & writing
- Experience in Banking and Finance for at least [3-5] years