

**Position Title:**

Lending Relationship Manager

**Key responsibilities:**

- Develop the new borrowing accounts and enhance the relationship with existing borrowing accounts. Arrange the regular site visits and meetings to clients including the prospects to explore the possible business opportunities and to build up the pipeline deals for marketing purpose. Work closely with Business Units in other countries to take care of the Group borrowing accounts, which are operating in Vietnam and requiring the banking service with the bank.
- Work with Credit Analysis to provide the comments and evaluation on the credit cases including the annual/ periodic credit review cases. Gather information and provide justification for any questions and clarifications from Management and/or Credit Approver in relation to the credit case submission.
- Build up the account strategy for borrowing accounts to increase the bank's wallet share and continuously monitor the account conduct and creditworthiness of the borrowing accounts
- Act as the key contact and account owner and work with relevant internal teams such as Client Fulfilment Service, Operation Units, Customer Service to serve daily transactions of borrowing accounts
- Work with product partners to provide the solutions to borrowing accounts such as GMIM, Transaction Banking, Corporate Wealth Management.
- Other duties to be assigned by Team Head from time to time.

**Key requirements:**

- Bachelor's degree in Economics, Business, Finance & Banking
- Experience in Corporate and Commercial Banking for at least [3-5] years for Lending Relationship Manager position.
- Requires credit assessment, analytics and problem-solving skills.
- Ability to work in a fast-paced, team-oriented environment.
- Fluent English communicator in speaking & writing