Position Title: Privilege Banking RM (Manager) Nhân viên (Quản lý) quan hệ khách hàng

Key responsibilities:

• NTB Sales Management:

\* Growing the portfolio of high network individuals by soliciting business to prospective clients and bring in new accounts & achieve sales target as per monthly targets assigned.

\* This would involve cold calls.

\* Tapping existing account holders for referrals and lead generation.

• Portfolio Management:

\* Deepen existing relationships via customer visits or cross sell and focus on attrition management.

\* Implementing sales strategies to grow the portfolio.

\* Making use of relationship management to retain valuable customers and win new business.

• Marketing/ Cross sell: To cross-sell bank products to increase total portfolio for the bank Cross-selling and referrals of other banking products

• Compliance:

\* Ensure compliance with local policies, SOPs & regulations guided by SBV in all activities & transactions.

\* Also ensure the compliance of AML/ CFT required for the assigned portfolio.

• Service quality: To promote the highest level of customer service and responsiveness to Privilege Clients. Ensure that the customer gets the correct & accurate, not misleading information on UOB Privilege products, program & promotion.

Key requirements:

• Bachelor’s degree with minimum of two years proven and progressive financial services and/or retail sales experience or equivalent (we are open for non banking background candidate such as sales management in hotel; real estates, ..) • Capabilities in introducing investment products • Relationship management experience with high net worth clients • Strong technical skills in wealth management • Strong communication, client focus and influencing skills • Strong sales orientation, networking and portfolio management skills • 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 • Sound knowledge of financial services products and services and the client relationship management system

• Understanding of business banking client segment and products and services • Clear view on how to work with Compliance, Credit & Risk and Internal Control to ensure a balanced risk operating environment • Able to communicate well in English and local languages

Please send yours or candidate’s resume and Referral Application form to UOBV.Careers@UOBgroup.com and Trinh.ThiTho@UOBgroup.com.

Should you need further information, please contact me at Ext 522 for assistance