

JOIN OUR TEAM AS SENIOR MANAGER - TRANSACTION BANKING & TRADE SALES



We invite applications from highly driven and accomplished individuals for the position of **Senior Manager /Manager - Transaction Banking & Trade Sales** at Union Bank.

The Job Role :

- ▶ Ensure achievement of set budgets in Trade sales and SME Transaction Banking.
- ▶ On boarding of new trade clients.
- ▶ Understand and train on the cross functional knowledge of the team members in terms of Cash Management and Trade products.
- ▶ Understand service and product development need, through constant dialogue with the customers and update CBO/Head of SME / Head of Trade for product and service innovation.
- ▶ Interact and work closely with relevant support functions, and branch staff to ensure business goals are achieved by fostering teamwork and corporation.
- ▶ Implement and carry out the “Trade Connect” initiative launched by UBC

The Person :

- ▶ Minimum of 7-10 years of experience in Banking with at least 2 years in a similar role.
- ▶ Highly sales and service oriented with sound knowledge in banking operations and trade services.
- ▶ Ability to work in an extremely target driven environment to deliver desired results.
- ▶ Ability to understand the requirements of various businesses in the market and fundamentals of running a business.
- ▶ Ability to interact with customers at all levels.
- ▶ Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- ▶ Excellent time management, planning and organizing skills.
- ▶ Excellent leadership, communication, and interpersonal skills.
- ▶ Ability to deliver compelling presentations.
- ▶ Clear understand of trade operation and ability to achieve the trade sales targets.

Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessional interest rates and career prospects.

Applications must be forwarded to jobs@unionb.com with the names of two non-related referees on or before **9th April 2025**. The email subject line must state **“Senior Manager/Manager - Transaction Banking & Trade Sales”**. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

We are an equal opportunity employer

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 **UNIONBANK** *Transforming Lives*