



Join Wanfuteng Bank Vanuatu to help customers become better off. We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. We are currently hiring for the following position based in Port Vila, Vanuatu, Oceania

RELATIONSHIP MANAGER (CHINESE SPEAKING)

Position Summary

Understanding Customer needs by active listening, asking questions and demonstrating empathy. The position is responsible to look after existing and onboarding potential business customers with deposits &/or lending needs. The Relationship Manager reports directly to the Head of Relationship Banking.

Key Responsibilities

- Arrange meetings with existing and potential customers in order to understand their goals/needs and will be able to put together the best suited loan/deposit solution
- Utilize professional judgement to determine and onboard potential borrowers which represent acceptable risk opportunities for the organization
- Keep proper records and attend into customer feedback, complaints and resolve
- Explain financial risks to all the customers and seek independent legal and financial service (if required)
- Onboard good quality lending customer that will assist with increasing the loan revenue of the Bank in a sustainable and responsible manner
- Onboard good quality depositor customers that will also bring in other income for the Bank such as Non-Lending Fees & Foreign Exchange
- Collaboratively work with Credit Team to ensure loan application process is as per Customer Charter and Credit Risk assessment & management is as per Credit Guidelines

Experience & Education:

- Revenue Driven: ability to sell and generate revenue for the bank
- Credit Sound Judgement: ability to make good credit decision
- Business Banking Experience of at least 8 years minimum
- Fluent in both written and spoken English, French &/or Bislama or Mandarin
- Tertiary Qualification

How To Apply

Forward your CV and 2 references to: **RELATIONSHIP MANAGER VACANCY**, PO Box 65, Port Vila, Vanuatu or email career@wanfutengbank.com. Only the successful candidates who meets the above criteria will be contacted for an interview.