

VACANCY

Relationship Manager

Applications are invited from persons with suitable qualifications to fill the position of “**Relationship Manager**” at our Castries Branch.

The jobholder is responsible for managing corporate customers’ portfolios through the development of sound client relationships, delivery of knowledgeable financial service, capture new business and develop existing business to optimize profits and business growth.

DUTIES AND RESPONSIBILITIES

- Manage the relationships of existing clients with continuous upselling of the Group’s products and services, liaising with other specialized areas in the Group.
- Obtain feedback on the customers’ service experiences, identify deficiencies, and implement strategies to bridge gaps.
- Actively solicit new business within the qualifying criteria from internal and external sources.
- On-board new merchants on the POS and E-commerce platforms.
- Complete all high-risk accounts annual reviews and monitor customer exempt limits to ensure documentation is current and in adherence to all Anti Money Laundering (AML) and Compliance regulations in accordance with procedures and guidelines.
- Manage the customers’ portfolios, ensuring that files are maintained, and financial data is kept updated. Prepare Deal Forums for Portfolio Analysts.
- Assist the Branch in meeting its sales objectives through participating in branch activities, campaigns, and promotions.
- Compile monthly reports on the branch’s performance ensuring timely submission.
- Follow up on delinquent accounts and securities items and conduct status reviews providing statistical information to facilitate compliance with relegations.

GENERAL QUALIFICATION AND REQUIREMENTS:

The jobholder should have:

- Twelve years’ experience in Banking with Five to seven years minimum experience and knowledge in commercial credit and investments, operating at a senior supervisory level.
- First Degree Business Management or related field.
- Certificate for Financial Advisors.
- Proficiency in MS Office Suite

BEHAVIOURAL COMPETENCIES AND SKILLS:

- Good Interpersonal, Organizational, Leadership, Communication, Writing and Analytical skills.
- Knowledge of accounting and the ability to interpret financial statements would be an asset.

REMUNERATION

The Bank offers an attractive compensation package.

Closing date of submission is **June 9, 2025**, kindly submit your resume by email to rblecapplications@rfhl.com.

Thank you for your interest in Republic Bank (EC) Limited.

Please note that only suitable applications will be acknowledged.