

# VACANCY

## Senior Client Relationship Manager

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

The jobholder is responsible for developing strategic sales plans to manage and grow the portfolio of commercial and corporate accounts/business with a view to increased profitability while ensuring a superior customer experience.

### DUTIES AND RESPONSIBILITIES

- Develop strategic sales plans for prospects and existing customers while identifying prospects/referrals from both internal/external networks,
- Analyze prospect list prioritizing business development opportunities based on market/industry data and customer analytics.
- Lead the direct selling of credit and non-credit products and solutions and partners with all internal product specialist groups as required ensuring customer needs are met
- Actively seek customer feedback on Bank products and services and the delivery of customer service
- Build and maintain an awareness of local market and general economic conditions
- Plan and complete relationship activities which generate sales opportunities and/or provide value to the customers
- Liaise with Bank product specialists to stay abreast of new enhancements, products and services, as necessary.
- Champions a customer focused culture to deepen client relationships and leverage broader Bank relationships, systems and knowledge.
- Review customer transactions for assigned accounts to ensure activity is appropriate for the type of business and the initial projected volumes as stated at opening date of account and/or volumes updated from that time
- Assist in obtaining additional information from customers concerning unusual activity identified on the Account Monitoring Reports/Source of Funds Declarations/ LCTR's /Daily Significant Transaction Reports.

### GENERAL QUALIFICATION AND REQUIREMENTS:

The jobholder should have:

- Three (3) to Five years Commercial banking experience
- Professional Designation such as CPA, ACCA, CFA, CMA or Degree in Accounting, Business or Economics
- Proficient in MS Word, Excel and PowerPoint.

### BEHAVIOURAL COMPETENCIES AND SKILLS:

- Good Interpersonal, Organizational, Leadership, Communication, Writing and Analytical skills.
- Strong networking and interpersonal skills
- Ability to conduct due diligence on strength of customer financials
- Thorough knowledge of relationship building and teamwork capabilities

### REMUNERATION

The Bank offers an attractive compensation package.

Closing date of submission is **June 16, 2025**, kindly submit your resume by email to [rbleapplications@rfhl.com](mailto:rbleapplications@rfhl.com).

Please note that only suitable applications will be acknowledged.

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



[www.republicbankstlucia.com](http://www.republicbankstlucia.com)



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**Republic Bank**  
*We're the One for you!*