

VP, Treasures Desk Head

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Company: DBS Bank

Location: Indonesia

Category: other-general

Business Function

As the leading bank in Asia, DBS Consumer Banking Group is in a unique position to help our customers realise their dreams and ambitions. As a market leader in the consumer banking business, DBS has a full spectrum of products and services, including deposits, investments, insurance, mortgages, credit cards and personal loans, to help our customers realise their dreams and aspirations at every life stage. Our financial solutions are not only the best in the business – they were made just right for you.

Job Description :

Develop action plan to achieve and exceed revenue / new customer acquisition targets set for the year

Acquire new customers and constantly maintain/upgrade existing customers' portfolio.

Work closely with TFO to achieve targets set.

Provide excellent service to customers (both existing and potential) by keeping close relationship and managing their investment portfolio, ' banking needs to maximize cross selling opportunities to market bank's products and service.

Implement sales process frame work, ensure customers fully understood the offered product and ensure customers' investment profile suit the product so that there are no miss selling incident

Ensure customer complaint are handled properly and timely

Be updated on competitors' offerings on regular basis

Ensure KYC/Money Laundering Prevention is strictly complied with at all times (including maintaining regular contact with customers for periodic review) and uphold integrity and honesty as bank staff at all times

Team Leader and CBG Business Manager in achieving the team and branch target

Qualification :

At least 5 years of experience in sales with 1 year at TRM level

Experience in the banking and finance industry would be an advantage

Sound understanding in banking products especially Bancassurance, Investment and Treasury products

Possess relevant certification in various wealth management products would be an advantage

Highly driven, self motivated, able to work under pressure, organized and good time management

Strong communication, interpersonal, and selling skills

Good understanding in applying principle of Know Your Customer (KYC) and Anti Money Laundering (AML)

Good written and verbal English

Able to operate computer and run Microsoft Office applications

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