



We are looking for

Senior/Junior Relationship Manager – ASEAN & Pacific Islands (m/f/d)

at our Singapore office

Welcome to DZ BANK

Take your next career step at a bank where you can successfully shape your future and the future of the cooperative banks. DZ BANK is Germany's second-largest corporate bank, the central institution of the Volksbanken Raiffeisenbanken cooperative financial network, the central institution for more than 700 German cooperative banks and has the holding function for the companies of the DZ BANK Group. We are a high performing employer that offers you new exciting challenges. We combine innovative thinking with consistent action and thus open up new perspectives. We are a company that challenges and promotes and that combines foresight with sustainability. But above all we think and work in a spirit of partnership - because we shape success together, and we would like to do this with you.

What you can expect

Reporting to the Group Head of Financial Institutions Asia, the Team Member of the Financial Institutions Group for ASEAN & Pacific Islands is responsible for relationship management of financial institutions, sovereign entities and non-bank financial institutions in his/her region. The job responsibilities are:

- To actively manage a portfolio of DZ BANK AG's Financial Institutions that are domiciled with their head office in the ASEAN & Pacific Islands region, namely, Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Papua New Guinea, Philippines, Singapore, Thailand, and Vietnam. In that regard, the global relationship management entails sales and relationship coverage of ASEAN & Pacific Islands domiciled accounts on a worldwide basis. Passive coverage of Sovereign Accounts, Non-Bank Financial Institutions such as Insurance Companies, Asset Managers, Fund Managers, Securities Companies as required by the bank. As global relationship manager, you also assume responsibility for the first line of defense for your client portfolio within the bank.
- To use your existing Financial Institutions' network to build and expand business relationships - you visit customers and make contacts to identify and pursue business opportunities. Act as primary contact person for transactional inquiries for the portfolio clients as well as for the implementation of these in DZ BANK AG or the Group, strengthening the interaction in the German home market with the involvement of product sales colleagues. To maintain and further develop contact with customers' senior management - focusing on a sustainable increase in profits, recognizing and realizing cross-selling potential by involving relevant product units (e.g. Transaction Banking, Trade Finance, Capital Markets). You adhere to local and global regulatory requirements and actively engage in early risk identification.
- To identify core relationships and prioritize prospects by reference to risk and return profiles, product matches with DZ BANK AG offering, willingness to co-operate and development potential. Review the same as part of the yearly regional portfolio reviews. Establish new relationships where deemed necessary, champion client issues within the bank particularly in terms of Credit, Compliance or Management attention.
- Actively engage with the Corporate and International Business Sales units of the bank to drive the growth of DZ BANK's participation in German corporate activities across the markets of the portfolio, sourcing and facilitating the smooth processing especially of Trade and Export Finance transactions.
- Undertake market-based monitoring of credit events relating to financial institutions in the ASEAN & Pacific Islands client portfolio, in particular for those clients where (1) DZ BANK AG has a significant credit exposure; and (2) the financial performance is weak as reflected in a lower external or internal credit rating.

Requirements

- Banking training, supplemented by a successful degree in business administration or equivalent, as well as relevant professional experience in an international sales environment.
- A broad and active network in the financial institutions environment in the ASEAN & Pacific Islands as well as comprehensive knowledge of the current economic, political and social developments there.
- Sound product expertise / experience in commercial foreign trade business as well as knowledge of capital market, transaction banking and risk management products.
- Familiarity with the market, the industry, and the regulations of the customer group – as well as a very good knowledge of compliance requirements in the 1st line of defense role.
- Proficient in MS Office (especially Word, Excel, PowerPoint). Affinity for digital tools and solutions would be beneficial.
- Proficiency in German would be advantageous for liaising with German stakeholders.
- Effective team player with strong communication skills.

What we offer you

- Diverse and inclusive environment
- Opportunities for training and development
- Staff benefits (leave, medical insurance coverage, etc.)

Contact

Please send your application to hr.sg@dzbank.de or send us an email if you have any questions.