

Corporate Banking Division

OUR OPPORTUNITIES

Head – Commercial Banking Department (Ref: O/COM-H-20210108)

Responsibilities:

- Plan and formulate business strategies to expand and develop SME and commercial loan portfolio of the bank
- Lead to identify and exploit business opportunities on both SME and commercial client ends
- Monitor the overall loan portfolio and customer relationship of the department
- Provide guidance to subordinates in credit proposal and review write-up for new and existing borrowers
- Manage and develop subordinates in both business and supporting teams in the department
- Set attainable and measurable departmental KPIs access to both business and supporting teams
- Coordinate and accommodate with other internal departments and/or branches to smoothen and ease day-to-day operation of the department

Requirements:

- Bachelor degree holder in Business or related field
- Minimum 10 years of banking experience in commercial banking with at least 5 years in management and administration
- Well versed in commercial banking with strong social connection preferably
- Knowledge of IRB is a must and retail banking products is a plus
- Target-driven, outgoing with strong communication skill
- Proficient in English and Chinese

Candidates with less experience will be considered as Senior Relationship Manager.

Officer/Senior Officer – Commercial Banking Department (Ref: O/COM-SO-20210108)

Responsibilities:

- Assist Team Head in exploring business opportunity with both existing and potential clients
- Maintain relationship by giving periodic business calls to existing clients
- Write credit proposal and credit review
- Monitor and control bad debt under bank credit policy / procedures
- Serve as a referral point of cross-selling to other business departments of the bank when any customized needs are identified

Requirements:

- Bachelor degree holder
- 2 years of banking experience in commercial lending preferred
- Knowledge of credit analysis, good communication skill
- Self-motivated, hard-working and outgoing

- Proficient in English and Chinese

More experience candidate will be considered as Senior Officer.

OUR BENEFITS

As rewards to high achievers, we offer an attractive remuneration package which includes:

- Year-end bonus plus performance bonus
- Meal allowance
- Medical coverage
- Life insurance
- High-yield payroll account
- Low-interest staff mortgage plan
- Provident fund scheme
- Paid annual leave
- Education allowance
- Sales incentive

HOW TO APPLY

If you would like to head start your career in a fast growing organization, please send your application with position reference no. and your recent photo to our bank:

By Mail: Human Resources Department
 OCBC Wing Hang Bank Limited
 241 Avenida de Almeida Ribeiro, Macau

By E-mail: career_mac@ocbcwh.com

***Personal data collected will be kept confidential and used for recruitment purpose only.**

2021-01-08