

Team Manager, Relationship Management, Business Clients - (1900004576)

Job Retail Banking

Primary Location Greater China and North Asia-Taiwan-Taipei

Schedule Full-time

Global Grade: Grade 7

Employee Status Permanent

Posting Date 25/Feb/2019

Unposting Date Ongoing

About Standard Chartered

We are a leading international bank focused on helping people and companies prosper across Asia, Africa and the Middle East.

To us, good performance is about much more than turning a profit. It's about showing how you embody our valued behaviours - do the right thing, better together and never settle - as well as our brand promise, Here for good.

We're committed to promoting equality in the workplace and creating an inclusive and flexible culture - one where everyone can realise their full potential and make a positive contribution to our organisation. This in turn helps us to provide better support to our broad client base.

The Role Responsibilities

- | 領導業務團隊透過公司拜訪、電話行銷、客戶轉介等活動開拓新業務及新客戶，達成業務目標
- | 招聘同仁，提供協助及訓練，穩定業務團隊
- | 提供業務專業訓練，研擬行動方案並執行督導之
- | 領導業務團隊與現有客戶建立穩健良好關係，延長客戶與我行之授信往來，提供增貸服務。
- | 領導業務團隊透過深化之客戶關係，增加銀行交叉銷售機會，轉介Payroll、保險、理財商機。
- | 檢視組內管理報表，有效掌握同仁業績進度並給予協助

- | 充分了解客戶/案件狀況，協助與徵審單位溝通，提供解決方案予前線。
- | 確保所屬團隊遵循行內外相關法令及作業規範，避免客訴案件發生。
- | 與分行通路有效配合溝通，維持良好關係，掌握分行轉介商機同時提供公司客戶良好服務品質。

協助統合部門內客戶個資系統查詢報表(**RB Audit Trail Alert Report**)檢視作業，並將結果於管理辦法規範期限內彙整報送部門最高主管。

Apply now to join the Bank for those with big career ambitions.