



Make an impact on growing businesses.

Think change. Think future.

Join **OCBC Global Corporate Banking** today.

Business Development Manager Enterprise Banking [Emerging Business]

APPLY NOW



Fuel the success of small and medium enterprises.

As a Business Development Manager, you will develop and secure new small and medium enterprise (SME) customers through the introduction and provision of relevant banking products and services to these businesses. From collateral-free loans, commercial property loans, equipment and machinery financing, to business receivable financing and trade credit facilities, you will be key to the success of our SME business clientele.



Benefits

- ✓ Attractive earning potential
- ✓ Extensive exposure to different product portfolios
- ✓ Structured training and mentorship
- ✓ Continuous learning and development



Requirements

- ✓ Degree in any discipline
- ✓ Excellent communication and interpersonal skills
- ✓ Target-oriented with a passion for customer service
- ✓ Positive and enthusiastic mindset

Career Progression



Business Development Manager
24 months (Fast Track: 18 months)



Senior Business Development Manager
12 months



SPECIALISED IN

1. Management
2. Sales
3. Service

Channel Sales Business Development Manager

Enterprise Banking (Emerging Business)

Develop a diverse professional network.

APPLY NOW



As a Channel Sales Business Development Manager, you will be responsible for building and nurturing relationships with channel partners to acquire business loans. You will develop a strong understanding of the business life cycle of both partners and customers in your network. You will support their business growth by being a trusted advisor, making in-depth recommendations based on insights on their business position in terms of risk and credit worthiness.



Benefits

- ✓ Attractive earning potential
- ✓ Exposure to diverse industries and product portfolios
- ✓ Structured training and mentorship
- ✓ Continuous learning and development



Requirements

- ✓ Degree in any discipline
- ✓ Excellent communication and interpersonal skills
- ✓ Eager to learn from new ideas and experiences
- ✓ Adaptable in a dynamic work environment

Career Progression



Channel Sales Business Development Manager
24 months [Fast Track: 18 months]

Senior Channel Sales Business Development Manager
12 months

SPECIALISED IN

1. Management
2. Sales
3. Service

Business Banking Manager Enterprise Banking [Emerging Business]

Get first insights on growing businesses.

APPLY NOW



As a Business Banking Manager, you will be responsible for acquiring and assisting new small and medium enterprises [SME] on account opening, while developing insights about their businesses. During this journey, you will forge strong relationships with the clients, understand business life cycles and become a reliable advisor to support their growth and aspirations.



Benefits

- ✓ Attractive earning potential
- ✓ Build a strong business and client network
- ✓ Structured training and mentorship
- ✓ Continuous learning and development



Requirements

- ✓ Degree in any discipline
- ✓ Ability to engage and build rapport with external stakeholders
- ✓ Self-motivated with a passion for customer service

Career Progression



Business Banking Manager
24 months [Fast Track: 18 months]

Senior Business Development Manager
12 months

SPECIALISED IN

1. Management
2. Sales
3. Service

Business Banking Service Manager

Business Banking Commercial Service Centre

APPLY NOW



The frontline expert on corporate banking.

As a Service Manager, you will be given the opportunity to understand corporate banking products and service our corporate customers, ranging from small to medium-sized enterprises to large conglomerates. You will be trained to deliver solutions-oriented after-sales service to our corporate customers and may be involved in managing a portfolio of corporate customers. Responsibilities include ensuring adherence to documented procedures, control guidelines and compliance framework, and project engagement.



Benefits

- ✓ Structured foundation training
- ✓ Continuous learning and development
- ✓ Career progression within Generalist or Specialist tracks



Requirements

- ✓ Degree in any discipline
- ✓ Excellent verbal and written communication and problem-solving skills
- ✓ Pro-active and cheerful with a passion for customer service

Career Progression



Kick-start your career with OCBC by applying now at
www.ocbc.com/group/careers.
Only shortlisted candidates will be notified.