

Relationship Manager – Financial Institutions (New York, NY). Prepare credit proposals and support credit analyses to address the financial needs of customers, including managing customer databases and relevant documentation to facilitate accurate and efficient execution of loans. Coordinate with the necessary departments and customers to drive the credit process, ensuring timely provision of information during the application, assessment, approval monitoring phases. Source deals by generating cross-selling opportunities and finding potential clients through referrals and networking. Develop and execute annual sales and marketing plans, including developing tactical ideas for identifying contact with potential customers. Analyze competitors, benchmarks, and local market trends in order to effectively contribute to the development of competitive business development strategies and product offering. Must possess a U.S. Bachelor's degree or foreign equivalent in Finance, Economics, Business Administration or a closely-related field, plus two (2) years of experience in financial institutions relationship management at a multinational bank. Experience must include analyzing marketing data, performing complex financial analysis, and creating marketing plans. Must also possess experience with US and Chinese banking regulations, and developing a client base of banks and non-bank financial institutions. Please send resume to China Merchants Bank Co., Ltd., Attn: HR, Job Ref #JX, 535 Madison Avenue, New York, NY 10022.