



<b>Position</b>	Associate/Relationship Manager, Corporate Banking-U.S. Group
<b>Company</b>	China Merchants Bank, New York Branch
<b>Location</b>	USA – New York, New York
<b>Position Type</b>	Employee
<b>Employment Type</b>	Full Time

### **Company Overview**

China Merchants Bank (“CMB”) was founded in 1987 with its Head Office located in Shenzhen, China. In over 27 years since its inception, China Merchants Bank has grown from a small bank with one office in Shenzhen to become China’s sixth-largest bank with more than 600 offices in 40 cities. CMB was recognized as the most reputable and best-managed bank in China, winning numerous industry awards and honors for business performance, management capability and corporate culture. *Forbes* recently ranked CMB number 24 of the top 200 “World’s Most Reputable Companies”.

As the first Chinese bank to receive a banking license in the United States since the implementation of the Foreign Bank Supervision Enhancement Act of 1991, the CMB New York Branch secures a position as the bridge between clients in China and the United States. The New York Branch, which commenced business operations in the Fall of 2008, establishes a global presence for China Merchants Bank.

This exciting position at the New York Branch will report to the Head of Corporate Banking – U.S. Group.

### **Responsibilities**

- A. Assist the senior client manager to conduct industry and client research.
- B. Be familiar with bank basic products .
- C. Work closely with the branches and subsidiaries of CMB.



- D. Solicit lending and investment business; provides credit/investment write-ups for loan/investment applications; partners with Risk Management for analysis.
- E. Maintain relationships with corporate and investment institutions customers, including relationships with other branches of CMB.
- F. Assist the senior client manager to develop local and international business solutions for clients.
- G. Participate in planning and presentation sessions in both Chinese and English when needed.
- H. Solicit deposit business.
- I. Interact and negotiate with clients and banking partners.
- J. Attend annual BSA/AML training program; assume responsibility, as appropriate, to report suspicious activity to BSA/AML Officer.

### **Skills and Experience**

- A. Bachelor's degree in Finance or Economics; CFA or M.B.A. preferred.
- B. Minimum of two years of client relationship or investment analysis experience at a similar banking/investment institution; credit experience and the experience in corporate lending preferred.
- C. Strong collaboration and personal leadership skills with the ability to influence others.
- D. Strong organizational, analytical and communication skills.
- E. Strong computer skills are essential. Proficient in MS Office (Word, Excel and PowerPoint).
- F. Open and quick to learning new skills and new products.
- G. Flexibility, adaptability and team approach.
- H. Able to prioritize and multi-task; demonstrate flexibility and acceptability.
- I. Proven experience in working in a team environment.
- J. Willingness to take initiative.
- K. Willingness to travel if required.
- L. Strong integrity.
- M. Excellent bilingual (English and Mandarin) written and oral communication skills are required.

This position offers an opportunity for professional growth within the Bank. Successful applicants will be asked to show proof that they can legally work in the U.S. without requiring visa sponsorship. **Please submit your resume and cover letter to [CBUSCareers@ny.cmbchina.com](mailto:CBUSCareers@ny.cmbchina.com).**