

Financial Sales

Relationship Manager



Being the financial services provider, ETHOZ Capital aims to render the exemplary service to our clients to aid them in their business expansion and development. We are looking for driven candidates to join us today! Candidates without direct sales experience but has strong passion and interest are welcome to apply! Training will be provided.

No minimum basket of products to achieve, start earning monthly commission from your first deal!

Key Responsibilities:

- Acquiring new corporate clients
- Servicing and fostering relationships with existing accounts
- Conduct reviews & customize solutions to adhere to customer's financial needs
- Actively seeking referrals from new & existing clients by establishing network of business contacts
- Maintain a high standard of service quality & compliance
- Generate & achieve revenue targets assigned
- Prepare and submit the credit proposal

Requirements:

- A Diploma/Degree, preferably in Business, Banking & Finance, or Engineering with at least 2 years of relevant experiences in banking & finance/ SME / Corporate Lending.
- Strong understanding of customer and market dynamics and requirements.
- Able to interact & engage with others easily to generate potential business leads.
- Possess out-of-box thinking to identify new business opportunities and penetrate new accounts.
- Result driven with proven track record of performance and able to work independently.