



JOB REF NO. CITI-#21331419
JOB TITLE: INTERNATIONAL PERSONAL BANKING (IPB) / GCG
- RELATIONSHIP MANAGERS

JOB DESCRIPTION

THIS JOB ROLE IS LISTED AS PART OF CITI's #BACKTOWORK HIRING CAMPAIGN.

The Citigold Relationship Banker is a developing professional role. Deals with most problems independently and has some latitude to solve complex problems. Integrates in-depth specialty area knowledge with a solid understanding of industry standards and practices. Good understanding of how the team and area integrate with others in accomplishing the objectives of the subfunction/ job family. Applies analytical thinking and knowledge of data analysis tools and methodologies. Requires attention to detail when making judgments and recommendations based on the analysis of factual information. Typically deals with variable issues with potentially broader business impact. Applies professional judgment when interpreting data and results. Breaks down information in a systematic and communicable manner. Developed communication and diplomacy skills are required in order to exchange potentially complex/sensitive information. Moderate but direct impact through close contact with the businesses' core activities. Quality and timeliness of service provided will affect the effectiveness of own team and other closely related teams.

RESPONSIBILITIES

- Client Account Management
- Review CG customer needs and asset allocation, pro-actively engage with the customer to validate the understanding of the needs.
- Advise CG customers to enrich the relationships by mobilizing additional funds and sell other fee-based products/services based on the current and future customer needs.
- Review product penetration for the assigned client base, identify potential CG customers who can be sold tailored products to enhance product penetration
- Ensure coverage of all relationships through customer engagements, risk profiling and financial planning.
- Organize CG customer events to enhance customer bonding.
- Acquire new Citigold customers through converting referral leads.
- Compliance, Risk & Controls
- Ensure that KYC/AML and other compliance norms are strictly adhered to.
- Appropriately assess risk when business decisions are made, demonstrating particular consideration for the firm's reputation and safeguarding Citigroup, its clients and assets, by driving compliance with applicable laws, rules and regulations, adhering to Policy, applying sound ethical judgment regarding personal behavior, conduct and business practices, and escalating, managing and reporting control issues with transparency.

Reporting to: Vice President / Senior Vice President

EDUCATION & QUALIFICATIONS:

- 2-5 years relevant experience. For CPC, 5 to 8 years of relevant experience.
- Ability to manage relationships both internal and external; Ability to multi-task
- Mandatory certifications as required for selling financial products
- Bachelor's/University degree or equivalent experience.

Citi is an equal opportunity and affirmative action employer.

Qualified applicants will receive consideration without regard to their race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

Application Deadline: One month from job

Remuneration Package: to be discussed at interview stages

Working Hours: Mon - Fri 9am - 6pm

Job Nature: Full-time / Flexible with work from home

Application Process:

1. Go to: <https://citi.wd5.myworkdayjobs.com/en-US/2>
2. Search for Job Reference Number '21331419'
3. Read the job specifications
4. Click 'Apply' and complete the application
5. Under the question 'How did you hear about us?', select 'Job Boards => Mums@Work'.