



JOB REF NO. CITI-#21331461

JOB TITLE: INTERNATIONAL PERSONAL BANKING (IPB) BUSINESS DEVELOPMENT MANAGER / GCG CLIENT ACQUISITION MANAGER

JOB DESCRIPTION

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

The Business Development Manager / Client Acquisition Manager is required to grow New-To-Bank clients across different channels for the business. She is required to develop business strategies and initiatives to drive the overall business performance, explore and expand into new markets as well as use analytics to study existing practices and identify areas of improvements. Her primary responsibility will be to bring in new customers through leads generated from various sources. She will be expected to provide a high level of service to these prospective customers in attending to their enquiries and account set-up.

RESPONSIBILITIES

- Identify and onboard new-to-bank Citigold and Citigold Private Clients customers, through internal and external channels
- Assist client in their account opening application
- Actively engage potential referrers and prospects to generate a pipeline of prospects
- Tight follow up with prospects to convert them into clients and ensure healthy funding
- Deliver on the score card parameters but not limited to grow New-To-Bank clients, clients' digital penetration, qualified funding
- Deliver consistent and best-in-class customer service
- Meet the compliance and controls standards set by the Citigroup

Reporting to: Vice President / Senior Vice President

EDUCATION & QUALIFICATIONS:

- Degree holder with banking or sales experience preferred
- Meticulous and mature personality, with a high level of initiative and drive
- Strong team player with good relationship management skills
- Excellent communication and interpersonal skills
- Able to travel for business, if required
- Able to speak and write multiple languages will be an added advantage

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 '21331461'
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'.