



BFCHRJ-024 – Group Banking Relationship Manager | Sales & Marketing | Bahrain

About the role:

Responsible for managing banking relationships in multiple locations, often for multiple group companies.

Your Responsibilities:

- Reviewing current banking relationships on a Pan-Group basis.
- Proposing a new architecture of banking relationships.
- Nurturing and building relationships with banks so as to achieve economies – lower transfer costs, better FX pricing etc.
- Continuously monitoring relationships and their transaction patterns to ensure optimal economics for the entity.
- Crisis management and problem resolution in case of banking funding and client payment gaps and/or breakdowns; including communication with all relevant internal & external stakeholders.
- Supporting other teams with setting and management of daily optimal pre-funding levels required for correspondent banks.
- Supporting other teams, like finance, by opening dialogue with the banks, and supporting in enhancing and automating the Banks' processes, for example, bank statements delivery channels.
- Open new bank accounts / facilities (including lines of credit) as appropriate.
- Liaising with Compliance to ensure smooth procession of KYC and due diligence processes, in addition to supporting (Compliance) with annual or periodic compliance updates.
- Reviewing banking relationships and closing down unprofitable or obsolete banking relationships and accounts.

About You:

You are required to have a University degree in Finance or related courses.

- Good command of spoken and written English.
- Must be a seasoned professional, preferably with banking experience that can build relationships with banks at senior levels.
- Must have deep understanding of standard banking practices so as to effectively interface with constituents – both internal and external.
- Should be able to display sound commercial acumen – i.e. detailed knowledge of economics associated with standard banking practices.
- Ability to grasp complex issues and suggest solutions so as to simplify / rationalize.