



BFCBHRJ-110 – Business Development Manager | Wholesale Dealing | Bahrain

About the role:

The Business Development Manager is responsible for developing and maintaining Wholesale customer relations.

Your Responsibilities:

- Negotiating contracts with correspondent banks and opening new credit lines for the company.
- Supervise the other dealers when required.
- Undertake Wholesale banknote and FX transactions.
- Manage the banknote stock, replenishment for sales and identify and repatriate any surplus currencies.
- Collaborate and build strong business relationships - internal and external.
- Share customer service, sales, marketing and general foreign exchange expertise with business partners and wholesale clients.
- Develop and administrate efficient systems and processes to support client sales and orders.
- Create and maintain customer records in compliance with "know your customer" Anti-money laundering policies and procedures.

About You

You should have University Degree in Business Studies or Finance or Diploma in Foreign Exchange and Money Market. ACI certification (Association Cambiste Internationale) preferred.

- GCC national, Bahraini preferred.
- Minimum 3 years related work experience with at least 2 years in dealing and trading and/or customer service and sales experience in similar or banking industry.
- Excellent verbal and written communication skills in English and Arabic languages.
- Excellent customer relations and negotiation skills.
- Must be presentable and has strong work ethics.
- Ability to travel as required.