



BFCHRJ – 137 – Manager Correspondence & Banking Relations | Bahrain

About the role:

The Manager – Correspondence and Banking Relations, is responsible for building and maintaining mutually beneficial relationships, facilitating communications, and coordinating activities among Banks and Financial Institutions.

Your Responsibilities:

- Maintain and review current banking relationships across the Company, including relationships with Third Party products, PSPs, etc.
- Nurture and build relationships with banks to achieve economies – lower transfer costs, better FX pricing, etc.
- Continuously monitor relationships and their transaction patterns to ensure optimal economics for the entity.
- Crisis management and problem resolution in case of bank funding and client payment gaps and/or breakdowns; including communication with all relevant internal & external stakeholders.
- Support other teams, like Finance, by opening dialogue with the banks, and enhancing and automating the Banks' processes, for example, bank statements delivery channels.
- Open new bank accounts / facilities (including lines of credit) as appropriate.
- Liaise with Compliance to ensure smooth processing of KYC and due diligence processes, in addition to supporting them with annual or periodic compliance updates.
- Review banking relationships and negotiate agreements to profitability. Rejuvenate unprofitable or obsolete banking relationships and accounts.
- Collect, analyze, and utilize data and feedback to identify opportunities to improve interfaces.
- Coordinate with new and existing wholesale counterparties and comply with due diligence requirements. Scrutinize document packs, clarify concerns, and ensure all KYC requirements are met, prior to submission for Compliance review.
- Responsible for WHS client onboarding in coordination with the Business. Maintain KYC renewals and logs.
- Acts as a coordinator between the counterparties and the Business/Compliance.
- Monitor SLAs between entities and escalate any gaps and/or under performance.
- Ensure compliance with internal controls, policies, and procedures.

About You

A university graduate with minimum of 5 years' experience in relationship management, preferably in financial institutions with complex business lines and customer value chains.

Other skills required for the job:

- Excellent verbal and written communication, interpersonal and analytical skills.
- Excellent existing relationships with FIs and preferred banking experience.
- Business acumen
- Time Management & Organization skills