

A photograph of a modern MCB bank building with a blue facade and a red-tiled roof. The building has large glass windows and a central entrance. The sky is blue with some clouds.

VACANCY

RELATIONSHIP MANAGER BUSINESS BANKING SALES & SERVICES DEPARTMENT



MCB
GROUP

LOCATION: BONAIRE

JOB DESCRIPTION

The Relationship Manager Business Banking is responsible for maintaining a client focused sales culture in order to ensure profitable growth and retention of its corporate & commercial clients. The Relationship Manager also establishes a trusting

client relationship that identifies both current and future banking needs to match the Bank's financial products and solutions.

KEY ACCOUNTABILITIES

- Create a clear value proposition based on the client segmentation and their specific banking needs.
- Analyzing relevant business, industries and identifying future trends.
- Identifying both long- and short-term business needs.
- Providing financial advice for any expansion or restructuring projects.
- Analyzing the business operations and identifying where efficiency can be enhanced.
- Providing customers with clear, relevant information by listening to the voice of the customer.
- Taking full responsibility for the end-to-end onboarding of a new customer and managing the credit portfolio.
- Developing new business by executing a regular proactive calling and visitation program.
- Building and maintaining an awareness of local market and general economic conditions.
- Liaising and utilizing Bank product specialists to stay abreast of new enhancements, products and services, and to fulfill identified client needs.
- Manage and minimize the Bank's exposure to risk by consistently applying KYC requirements and ensuring an in-depth understanding of the client's business model.

QUALIFICATIONS: EDUCATION AND EXPERIENCE

- Bachelor's degree in business or equivalent.
- Minimum 5 years of sales and customer service experience in banking.
- Excellent command of English, Dutch, and Spanish, both written and verbal.
- Adept in sales, negotiation, and closing skills
- Thorough knowledge of banking, investment and insurance products and services to meet customers' financial needs.
- Strong relationship management skills
- Ability to conduct due diligence on the strength of customer financials
- Thorough knowledge of regulatory compliance related to Privacy, Anti-Money Laundering/Anti-Terrorist Financing and Know Your Customer requirements

BESIDES THE EXCITEMENT AND THE CHALLENGE WE OFFER:

- Competitive salary and performance bonuses.
- Standard office environment and working conditions with option for hybrid working.
- Comprehensive healthcare package.
- Pension plan.
- Generous vacation.
- Talent and development opportunities.
- A vibrant workplace culture with team events and activities.

***EMBRACING THE
OPPORTUNITY TO
GROW LEADS TO
UNPARALLELED
PATHS OF
SUCCESS.***

WORKING AT MCB

At MCB, we are committed to fostering a culture of excellence, innovation, and inclusion. We believe in empowering our employees to grow professionally and personally within a supportive and dynamic environment. Our team values collaboration and diversity, and we are dedicated to making a positive impact in the communities we serve.

HOW TO APPLY

If you are passionate about this job opportunity and want to make a difference in the financial sector, we would love to hear

from you. Please submit your resume and cover letter to: recruitment@mcbbonaire.com

Note: This job vacancy is not designed to cover or contain a comprehensive list of activities, duties or responsibilities that are required of the incumbent for this position.

