

Job Title: Relation Manager (AVP) (Financial Services)

Stevenson Huréca focuses on providing Professional and Executive Search, and recruitment Services. Our strength lies in the principal asset of a team of highly dedicated and competent consultants from MNC backgrounds. With our valuable experience and thorough knowledge in IT and Commercial industries, we are able to provide unparalleled and effective human resource services to our clients.

Our client: Our client is ranked the "Best Performing Finance Company in Singapore", among the 'Top 100 ASEAN Financial Institutions' and is listed on the Singapore Stock Exchange in 1974, our client provides financing solutions and services that include corporate and consumer loans, government assistance for SMEs, corporate finance, and advisory services.

POSITION : **Relationship Manager (AVP)**
COVERAGE : **Singapore**
REPORTS TO : **Head, Medical Financing**

Job Purpose:-

As a Relationship Manager, specializing in Medical Loans, you are a pivotal member of our team. You will develop new and manage strategic relationships with medical professionals, Clinics, healthcare providers, and medical institutions. You will be responsible for acquiring new SME accounts and managing the entire deal cycle from lead generation to closing.

You will prepare credit proposals, conduct financial analysis, and ensure compliance with company policies. Additionally, you will contribute to business proposals, presentations, and strategic initiatives, managing client portfolios, achieving revenue targets, and delivering exceptional service standards.

Key Responsibilities include:

- Generate new leads and develop new borrowing relationships, with particular focus on the medical industry.
- In addition, conduct proactive management, supervision and monitoring of an existing pool of borrowing accounts to achieve optimum utilization rate.

- Cross sell various loan products and perform KYC, customer relationship management to spot new business opportunities, understand customers' requirements and structure deals.
- Preparing the credit proposals, analyse financials, identify key risks and mitigating factors. and able to manage credit and loan facility renewals according to company policies.
- Service and maintain a portfolio of accounts to achieve revenue targets and able to build and maintain an active pipeline to achieve sales targets.
- Understand and meet customer needs, ensuring excellent service standards.
- Review loan agreements for completeness, accuracy and ensure compliance of company mandatory loan processes.
- Any other duties that may be assigned to you from time to time by the Company or Officers acting on behalf of the Company.

Key Requirements :

- Diploma or Degree in Business Admin or Accountancy
- Min 8 years of relevant RM experience in financial institutions and preferably with 3 years of medical financing experience.
- Good Commercial Banking front office experience with excellent knowledge of financing for SME and commercial loans.
- A self-starter able to source new business opportunities with target market clients and product set.
- Ability to work independently as well as in a team environment with a strong client focus.
- Good collaboration skills and with proactive leadership skills will be preferred.
- Good skills in Microsoft Office, specifically Excel.
- Strong verbal and written communication skills in English
- Singapore citizen or PR is preferred.

The successful candidates can expect a competitive package that includes an attractive basic salary, annual bonus and staff share options.

Please submit your detail resume with this important information: Current salary, Expected salary, recent photo and notice period to recruit@stevenson.com.sg

Priority will be given for candidate who has submitted the above info. We thank all candidates and regret that only shortlisted candidates will be notified.

Stevenson

Huréca

Your Partner in Transformation

Stevenson Huréca Pte Ltd

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