



We are looking for

## Relationship Manager German Desk (m/f/d)

at our Singapore office

### Welcome to DZ BANK

Work at a bank where you can successfully shape your future and the future of the cooperative banks. DZ BANK is Germany's second-largest corporate bank, the central institution of the Volksbanken Raiffeisenbanken cooperative financial network, the central institution for more than 700 German cooperative banks and has the holding function for the companies of the DZ BANK Group. We are a reliable and high performing employer that offers you new exciting challenges. We value your experience, promote motivation and encourage you to use your own initiative. We combine customer-oriented action with sustainable solutions. But above all we think and work in a spirit of partnership - because we shape success together, and we would like to do this with you.

### Department Overview

The German Desk department offers support for corporates in expanding their business activities in SEA, Indian Subcontinent, Australia and New Zealand. The team provides customized services in transaction banking, corporate finance, trade and commodity finance, project finance, syndicated loans and capital market services.

### Position Overview

Working in the German Desk department, you will work as a Relationship Manager for corporate banking business with dedicated focus on the needs of the German cooperative network.

### Key Responsibilities

- Perform and coordinate marketing activities for corporates
- Align all ASEAN and Indian Subcontinent marketing activities within the global customer strategy with the group relationship managers in Germany
- Structure, propose, negotiate and implement tailor-made financing packages to strengthen the bank's core lending competency
- Monitor existing customer portfolio in a prudent manner, identify and implement additional cross-selling business opportunities
- Prepare call reports/credit applications and annual reviews in co-operation with Credit department and head-office
- Client onboarding and monitoring
- PR for internal and external marketing of German Desk activities
- Manage and provide training for German Desk trainees

### Job Requirements

- Bachelor's degree in finance or comparable
- At least 4 years of experience in corporate banking or similar segment
- Seasoned account manager with experience in a relevant customer or product unit
- Excellent spoken and written German and English language skills are required for the purpose of client coverage
- Marketing and target oriented individual
- Good credit sense
- Basic knowledge of loan documentation
- Cultural adaptability
- Self-initiative and ability to work independently
- Previous living experience abroad (studies, trainee programme, work, etc.) is a plus

*Kindly note that only shortlisted candidates will be notified.*

### What we offer you

- Diverse and inclusive environment
- Opportunities for training and development
- Staff benefits (leave, medical insurance coverage, etc.)

### Contact

If you have any questions, please send an e-mail to [hr.sg@dzbank.de](mailto:hr.sg@dzbank.de)

We look forward to receiving your complete application documents in English with cover letter, curriculum vitae and copies of certificates (high school leaving certificate, certificates of achievements from your studies, work experience certificates etc.)