

Do you have personality and drive to be part of a dynamic team? Here's an opportunity for you.

Maduro & Curiel's Bank N.V. as a leading financial institution operating in Curaçao, Aruba, Bonaire and the Windward Islands has a vacancy in their Corporate and Commercial Banking department in Curaçao for a:

Relationship Manager

The Relationship Manager is responsible for managing part of the sales for the Corporate & Commercial Banking unit and ensures achievement of the overall strategic objectives of the unit.

Position highlights

- Manage an assigned number of client relationships
- Maintain a client-focused sales culture and strategy
- Set and meet assigned financial objectives
- Define client centric strategies
- Establish trusting client relationship and match those with the Bank's financial products and solutions
- Maintain a winning mind set
- Be receptive to coaching to ensure pro-activeness, resourcefulness and commitment to deliver an exceptional client experience.

Job Requirements

- At least a Bachelor's degree in Business or equivalent

- Written and verbal communication in English (advanced level), Dutch, Papiamentu and Spanish Languages, Intermediate level in Computer courses (Windows Office), training in how to identify referral opportunities and how to be service-minded
- At least 5 years of sales and customer service experience in banking
- Strong analytical, selling, relationship management, networking and negotiating skills
- Dynamic, motivated, accurate, efficient, team player, flexible, proactive and result oriented.

If you have the profile noted above, we invite you to submit your application, including your resumé, via e-mail in English **before June 14, 2019** to:

Maduro & Curiel's Bank N.V.

Human Resources Department

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