

Career Opportunities

DEZE VACATURE IS GEPLAATST IN HET
Antilliaans Dagblad



CIBC FirstCaribbean is a major Caribbean bank offering a full range of market-leading financial services in Corporate Banking, Retail Banking, Wealth Management, Credit Cards, Treasury Sales and Trading, and Investment Banking. We are the largest, regionally-listed bank in the English-and Dutch speaking Caribbean. The bank has over 2,900 staff; 66 branches, 22 banking centres, and offices in 17 regional markets. We are looking to fill the following position:

Corporate Manager

The Corporate Manager develops a lending portfolio by acquiring new customers, coordinating all aspects of the client relationship, and providing a high quality of customer service and satisfaction. The Corporate Manager efficiently manages a portfolio of corporate lending and non-lending customers by providing world class relationship management, top quality risk control and assists in the personal development of junior team members, as needed. The Corporate Manager is responsible for maximising customer profitability by driving revenue growth through generation of loan-, deposit-, and fee income and the cross-selling of all applicable Bank services to existing and new customer base and identifying and soliciting Bank services to non-customers with the emphasis on loan origination. The incumbent is responsible for the credit quality of the client portfolio, reviewing credit requests as required to ensure compliance with the Bank's credit quality standards and is accountable for the customer experience.

About You

- Bachelor's degree is an asset.
- Relationship builder with ability to influence and negotiate to win-win solutions.
- Team builder and player.
- Good orientation to driving for results.
- Graduate status with a minimum of 5 years' experience in the business/financial world.
- Proven origination, business development, deal closing and relationship management capabilities
- Ability to network externally and develop strong connections with the business community and government.
- Excellent market & industry knowledge.
- Good writing and oral communication in English, Papiamentu and Dutch.

About Our Offer

You will have a challenging, diverse experience with opportunities for professional growth. Our compensation and reward package is attractively structured and performance bonuses are offered.

To apply for this position, please send your application letter and resume to hrcuracao@cibcfib.com no later than **11 February, 2019**.

CIBC FirstCaribbean International Bank Limited thanks all applicants for their interest, however only those under consideration will be contacted.



LINKEDIN [cibc-firstcaribbean-international-bank](https://www.linkedin.com/company/cibc-firstcaribbean-international-bank)



FirstCaribbean
International Bank