

# Career Opportunities



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:

## Relationship Manager, Platinum Banking

The Relationship Manager, Platinum Banking will be a hybrid position of which the candidate is responsible for recruiting and maintaining a portfolio of high value net worth clients; a portfolio of which could consist of Domestic and International and Small Business Banking clients. The applicant must deliver a high level of service and personal attention to the Bank's affluent clients, with the aim of developing significant sales and new business, covering banking. Whilst part of a team, the applicant may operate on a mobile basis, meeting clients at times and locations convenient to the client. A high level of lending will be included within the portfolio. The Relationship Manager will likely include submission of personal and small business mortgage and consumer loan applications for both Domestic and International customers. The incumbent ideally should be qualified in Investment selling and providing Financial Advice / Planning. If no experience then there will be an expectation to take appropriate investment qualifications as laid down by the Bank.

### About You

- Minimum Bachelor's Degree or equivalent qualifications would be considered an asset;
- No 8 to 5 mentality;
- 5-7 years' banking or financial services experience;
- Previous experience in providing exceptional customer service and operations activities;
- Strong commercial and customer drive;
- Prior experience on the front line with knowledge of lending, insurance, taxation and asset protection, estate planning products and services, as it affects non-resident foreign nationals and expatriates;
- Previous experience working within a structured team environment;
- Knowledge of Customer Acceptance rules [AML-ATF policies];
- Broad knowledge of Personal and Small Business Sector lending products for the Platinum market;
- Good numeracy skills including an understanding of accounting principles and the interpretation of financial ratios;
- Competency in all aspects of credit analysis and a thorough knowledge of the principles of lending;
- In depth understanding of retail credit risk management across the product range;
- Excellent knowledge of the market as well as economic conditions and trends;
- Up-to-date knowledge of the mortgage and consumer offerings of competitors in the local market;
- Team player by being capable of providing clear and effective leadership and communication to the team;
- Good team leader by providing coaching and motivation to the team members;
- Analytical and risk awareness skill;
- Good writing and oral communication in English, Dutch and Papiamentu

### 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 email your application letter and detailed resume to [HRCuracao@cibcfib.com](mailto:HRCuracao@cibcfib.com) or alternatively mail to: CIBC FirstCaribbean International Bank - HR Dept., De Ruyterkade 61.

Applications should be submitted no later than **10 December, 2018**.

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