

We're Hiring



SENIOR RETAIL BANKING ADVISOR

BRED (Vanuatu) Limited is part of the second largest banking group in France, “Banque Populaire”, which also has regional outlets in New Caledonia, Tahiti, Vanuatu, Fiji and Solomon Islands. An opportunity is available for a suitably experienced and qualified SENIOR RETAIL BANKING ADVISOR to be based in Port Vila.

Reporting to Branch Manager and based in Retail Banking Department, this position is a sales role; established for the designated retail banking lending portfolio. Its responsibilities entails providing professional sales expertise to customers, delivering exceptional customer experience, identifying customer needs and proposing the right banking solutions; whilst assisting the Branch to meet strategic business objectives and revenue targets.

KEY RESPONSIBILITIES & ACCOUNTABILITIES:

(a) *Financial Objectives*

- Contribute to the achievement of individual and Branch sales and revenue targets;
- Grow customers share of wallet through cross-selling of additional products;
- Understanding customer needs to determine their financial viability and sell them a variety of banking services & products;
- Explore opportunities to find out what is the “best fit” and propose solutions to existing & potential customers.

(b) *Customer Focus*

- Be customer centric and focus whilst adhering to service standards and sales opportunities;
- Be consistent in delivering exceptional customer service;
- Be KYC compliant and effective in extracting customer information.

(c) *Portfolio and Risk Management*

- Manage and update customer files within the portfolio;
- Run daily reports to ensure effective management of portfolio;
- Mitigate risk by adhering to compliance and risk procedures & policies.

REQUIRED COMPETENCIES:

- Academic qualification – Minimum requirement: Completion of Year 13/14 Vanuatu Secondary School Leaving Certificate;
- Experience – minimum of 3 years of experience in a role very similar to the functions outlined above;
- Essential – retail banking experience and/or sales, credit, banking and financial background;
- Fluent in English but being bi-lingual would be an advantage;
- Outgoing personality, team player and comfortable working as part of a diverse and multicultural financial or banking organization.

REMUNERATION:

Remuneration package is negotiable.

DATE:

- All applications entailing your letter of interest and CV should be submitted by **12th November, 2021**.
- Applications to be marked “SENIOR RETAIL BANKING ADVISOR” and addressed to Manager Human Resource, BRED (Vanuatu) Limited, PMB 9088, Lini Highway, Port Vila, Vanuatu.
- Please note only short-listed candidate(s) will be contacted for interview.