



If you aspire to go beyond,

Let us inspire you to break the barriers.

Affin Bank Berhad is a full-fledged commercial bank incorporated in 1975. We are a progressive bank founded on the dynamic concept of 'Banking Without Barriers™' – a vision designed to remove boundaries so that we are close to our customers. In view of our expansion, we are seeking dynamic and highly motivated individuals to join us as:

HEAD, BUSINESS LOAN CENTRE
(To be based in North, South & Central Region)

Responsibilities:

- Formulate strategy and planning for the growth of commercial / SME loan portfolio
- Establish new business relationships and manage existing loans with a view to maximize utilization.
- Lead and provide support, supervision and guidance to Relationship Managers (RMs).
- Provide expertise and advice to portfolio team members in implementing the Bank's lending strategy.
- Manage portfolio of commercial / SME account of any size.
- Monitor overdue accounts and undertake prompt measures to prevent NPLs.
- Formulate and implement competitive customer retention and utilization strategies.
- Carry out regular visits and meetings with top-end customers to enhance business relationships and service quality.

Requirements:

- Degree/ Professional qualifications in any discipline.
- Partial / Full Certified Credit Professional will be added advantage.
- Minimum 6 years prior experience in banking industry of which 2 years in managerial capacity in handling business loan portfolio.
- Possess strong writing, communications and interpersonal skills.
- Good marketing, sales management and analytical skills.
- Must have good knowledge about SME issues, policies and trends in the country.

We invite all interested applicants who meet the above criteria to submit comprehensive resume including current and expected salary to:

**The Recruitment Manager
Affin Bank Berhad
Human Resource Division
11th Floor, Menara Affin
80, Jalan Raja Chulan
50200 Kuala Lumpur**

E-mail: hr.recruitment@affinbank.com.my