



CTBC BANK
中國信託銀行

Position Name: Personal Banker (Bilingual Mandarin preferred)

Department: Retail Banking

Position Status: Full-time

Work Location: Vancouver Branch / Richmond Branch

Working Hour: Monday to Friday; 8:45 am to 5:15 pm

Key Responsibilities:

- Maintain superior, professional, and courteous service to promote products and expand customer relationships.
- Exercise sound credit judgment to ensure high-quality loans through sales focused strategy to generate high-quality loan proposals.
- Actively participates and assists with all Bank promotional programs and initiatives.
- Identify, acquire, and develop new business opportunities related to residential lending and financing.
- Build long-term profitable loan portfolio with existing clients while achievement short-term lending target to support high growth strategy.
- Develop strong network of referral sources by leveraging on existing networks through active involvement and participation with the business community.
- Keep abreast of local business opportunity and exercise sensible judgement in acquiring new mortgage cases.

Key Qualifications:

- University degree or equivalent education experience.
- Minimum of 3 years of experience in a financial institution.
- Strong knowledge of the mortgage origination and home financing products.
- Strong knowledge in credit analysis and adjudication as asset.
- Self-motivated, self-starter with exceptional relationship management and sales skills.
- Experiences and business knowledge working with individuals from China and Asia an asset.

- Fluency in Mandarin Chinese and Taiwanese Dialect an asset.
- Strong Computer and Microsoft Office skills.

Key Competencies:

- Relationship selling and management
- Presentation and organization skills
- Networking & Teamwork
- Strong business acumen
- Accuracy and attention to detail
- Problem solving and business analysis skills
- Honesty and integrity

How to Apply:

Please forward resume and cover letter with the application position in confidence to Human Resources Department at

350-2608 Granville Street, Vancouver
B.C. Canada V6H 3V3

E-mail:

HR@ctbcbank.ca