



JOB OPPORTUNITIES – TONGA DEVELOPMENT BANK

We are looking for new talents!

The Tonga Development Bank Team is looking for dynamic and self-starting individuals to fill the following positions;

Post Title: Relationship Banking Manager.
The position reports directly to the Chief Credit Officer.

Responsibilities and Duties

The Primary Role of the Relationship Banking Manager are as follows:

- Responsible for developing business relationships with CEOs and senior management teams of Government Public Enterprises and other businesses.

Principal Accountabilities include, but are not limited to:

1. Relationship Banking

Visiting new clients and promote TDB products and services aiming to get new business for the Bank. Target client visitation to Public Enterprises and non-TDB clients to gain understanding of the public enterprises needs and preferences so that TDB can find better ways to serve their needs and to gain new businesses.

2. Mobilizing Resources

Responsible for sourcing and mobilizing resources to facilitate the achievement of solid business relationships between TDB and the Public Enterprises.

Keep Pes well informed of progress and development on new products and services.

3. Business Management

Develop market knowledge to facilitate the Bank's portfolio growth.

Coordinate and manage the public enterprise relationships

Collect relevant information from the customers and the market to make an independent assessment

4. Continuous development and improvements

Advise the human resource management on any skill training to reflect requirements of the Bank

Advise what the market needs and advise the Bank on what the known demands and requirements are.

5. Team Work

Provide support to the Manager – Marketing & Sales in promotions and marketing strategies as needed from time to time

Liase closely with the Chief Credit Officer and Lending Department team in providing timely information from customers visits to capture opportunity for prompt processing of potential loans

Requirements

- Degree in Business or related field from a recognized university.
- Possess excellent communication skills both oral and written
- Excellent analytical and problem-solving skills.
- Knowledge of customer relationship management (CRM) practices

- Minimum 5 years experience in the Banking/Finance sector preferably in corporate banking of which 2 years should be a relationship manager.

Post is placed at **Salary Band 5** of the TDB Band Structure (**TOP 33,882 per annum – TOP \$50,824 per annum**). Entry level will base on experience and qualification.

The Application Form can be collected at your nearest TDB Office. Completed applications to be addressed to:

CEO
Tonga Development Bank
Fatafehi Road
NUKU'ALOFA

Deadline for all applications will be Friday 3 February, **2023, by 4pm.**