



## SPEED UP YOUR CAREER

Do you see things differently? Do you take the path less traveled? Is the glass half empty or half full in your life? If you are the kind of person who is more willing to explore and not ignore, please take the next step and give us the opportunity to meet you. Let's take Banking Made Personal further!

### CONSUMER BANKING

#### WEALTH ADVISER (Nationwide)

*The Job:*

- Provide financial planning and wealth management advisory services alongside the Bank's generalist sales force
- Proactively market the range of insurance, unit trust and other wealth products to meet clients' needs
- Regularly review clients' portfolios to provide value adding portfolio management suggestions
- Monitor financial markets and communicate the Bank's investment views and opportunities to clients
- Build and maintain long-term and profitable relationships with clients
- Ensure quality customer service is provided at all times
- Ensure full compliance with internal and external policies, procedures and guidelines

*Requirements:*

- Bachelor's degree, preferably in Finance, Banking, Insurance, Asset Management or its equivalent. CFP certification (or underway) will be an added advantage
- At least 5 years' experience in sale or marketing of wealth products to individuals (insurance, unit trusts or share trading)
- Strong understanding of insurance and investment products as well as general knowledge of financial markets and how they relate to financial portfolios
- Self-motivated and committed with a desire to achieve goals and targets through team work, willing to go the extra mile and scale new heights
- Must be goal oriented, self-driven and energetic coupled with excellent selling and presentation skills

#### CUSTOMER RELATIONSHIP MANAGER

(Klang Valley/Penang/Johor Bahru/Melaka/Kota Kinabalu/Sandakan/Kuching)

*The Job:*

- Plan, provide and manage a group of high net-worth customers of the Bank and at the same time promote/cross-sell a wide range of personalised financial and banking services
- Perform the role of both hunter & farmer; analyse customers' financial requirements and solicit new high net-worth customers to join the Bank's Privilege Banking membership with the objective to increase and strengthen Bank's customer franchise and top-line growth
- Engage customers in portfolio regularly while understanding customers' various needs and centrality in order to provide sound advice and offer new business opportunities in due course

*Requirements:*

- Degree or its equivalent. Candidates with CFP certification (or underway) and those with working experience in the financial-related industry will have an added advantage
- Good communication and interpersonal skills
- Self-motivated and committed with a desire to achieve goals and targets through team work, willing to go the extra mile and scale new heights

\* Senior Customer Relationship Manager positions are also available

To apply or learn more about career opportunities at Alliance Bank,

Fax: 603-2698 3001 | Email: [careers@alliancebg.com.my](mailto:careers@alliancebg.com.my)

Website: [www.alliancebank.com.my/careers.html](http://www.alliancebank.com.my/careers.html)

Human Resource, Level 20 Menara Multi-Purpose,  
Capital Square, 8 Jalan Munshi Abdullah,  
50100 Kuala Lumpur.

Only shortlisted candidates will be notified.  
Alliance Bank. Your equal opportunity employer.



ALLIANCE BANK

*Banking Made Personal*