



VACANCY

Senior Relationship Manager – Business Banking

BRED BANK Solomon seeks application from a qualified experienced, result oriented, competent, and highly enthusiastic individual to work with us for the position of **Senior Relationship Manager**. This position with attractive remuneration package shall report directly to the **Head of Business Banking**.

BRED Bank Solomon is a leading financial institution committed to delivering innovative banking solutions and exceptional customer service. We are dedicated to fostering a dynamic and inclusive work environment where our employees can grow and thrive.

Key Responsibilities & Accountabilities:

- Manage and develop a portfolio of business banking clients, ensuring high levels of customer satisfaction and retention.
- Identify and pursue new business opportunities to expand the client base.
- Provide expert advice on a range of banking products and services, including lending, deposits, and cash management solutions.
- Conduct regular client meetings to understand their business needs and offer customized financial solutions.
- Collaborate with internal teams to ensure seamless delivery of services and solutions.
- Monitor and manage credit risk within the portfolio, ensuring compliance with bank policies and regulatory requirements.
- Prepare and present credit proposals and reviews for approval.
- Achieve individual and team targets for revenue, growth, and client acquisition.

Preferred Qualification/and Criteria:

- Minimum tertiary qualification – University Degree in either Banking & Finance, Accounting, Business Management or a related field. A postgraduate qualification is an advantage
- Minimum of 5 years in business or commercial banking with proven track record in Relationship Management
- Strong knowledge of business banking products, services, and credit analysis.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Strong analytical and problem-solving abilities.

Why Join Us?

- Competitive remuneration and benefits package.
- Opportunities for professional growth and career advancement.
- Supportive and inclusive work environment.
- Be part of a reputable and growing financial institution.

How to Apply:

- The candidates having requisite qualifications, experience and related professional knowledge and skills may apply by sending in your Cover Letter, Certificates and Curriculum Vitae (CV).

Send your applications addressed to:

Human Resource Department, Bred Bank Solomon P.O. Box 1639, Honiara. Or by email: hr@bred.sb

Bred Bank is an equal opportunity employer; however, our preference for this position is to recruit Locally. We thank all applicants for their interest; however, only shortlisted candidates will be contacted.

Deadline for the submission of application is on 15 June 2025.