



## Internship Opportunity Client Coverage Team

### Rabobank Hong Kong

Rabobank Group is a full-range financial services provider founded on a stable co-operative structure committed on long-term relationships with clients in the Food & Agribusiness sector.

Headquartered in Utrecht, The Netherlands, the Group employs more than 60,000 staff in 45 countries, servicing the needs of more than nine million clients worldwide. Rabobank Group's operations include retail banking, wholesale banking, asset management, leasing and real estate. Food & Agribusiness is the international prime focus of the Rabobank Group.

Rabobank Hong Kong ("Rabobank") is the Group's wholesale bank and international retail bank, providing customised banking and finance solutions to businesses involved in all aspects of food and agribusiness.

**Rabobank Hong Kong would like to invite applications for the following position with the Client Coverage team:**

#### **The Business:**

The primary role of the Client Coverage (CC) is to ensure global excellence in the delivery of the core product of Global Client Coverage (GCC), Lending. In addition CC is responsible for full relationship management and cross sell of its own client base as supporting the operational wallet cross sell on the client base of the Central Account Managers (CAM) on High Value Client (HVC).

GCC operates in a dynamic and demanding environment in which proactivity, flexibility and discipline is required across all areas of delivery of the loan product, from pitching through structuring and execution to follow up and monitoring. As provider of the key lending product CC interacts with a wide variety of internal stakeholders including the CAM's, Sector Heads, credit analysts and Risk as well as product specialists across Rabobank.

#### **Responsibilities:**

The main tasks and responsibilities of the role are to provide support to (Senior) Relationship Managers and the Senior Relationship Banker(s) in all aspects of their role as client owners and/or senior transactors on a relatively independent basis.

More specifically, the incumbent will:

- Assist in preparing for pitch books
- Obtain credit and other approvals
- Liaising with clients / internal client onboarding team to fulfill new or periodic customer due diligence reviews
- Portfolio monitoring and maintaining the CRM system
- Assist in other ad-hoc tasks as assigned

The key relationships for the role are Rabo colleagues inside and outside the branch or location and include other product specialists, Senior Relationship Bankers, Credit Analysts, Debt Structuring Advisors and FAR Analysts.



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#### Requirements:

- University/Master degree or local equivalent
- Penultimate students or fresh graduates with credit analysis experience will also be considered
- Good knowledge of credit risk management and KYC/CDD requirements
- Fluent in English, fluency in Mandarin and Cantonese is advantageous

#### Other details:

- Location: Rabobank Hong Kong
- Timeframe: ASAP (for 3 months)
- Deadline for application: 30 September 2017

Please apply with detailed resume including contact email and telephone number to **Human Resources Department, Rabobank Hong Kong by e-mail at [hr.hk@rabobank.com](mailto:hr.hk@rabobank.com).**

Personal data collected will be used for recruitment purposes only. Applicants not invited for an interview within 6 weeks may consider their applications unsuccessful, and personal data provided will be destroyed.