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## Commercial Banking Officer (Bilingual Mandarin preferred)

**Hiring organization**  
CTBC BANK

### Description

CTBC Bank Corp. (Canada) is a subsidiary of CTBC Holding Company Ltd. and is the largest publicly-listed bank headquartered in Taiwan. As part of a global banking network with industry leading reputation in the Asia Pacific, we continue to place our clients in the forefront of our services. We are all about our clients, our business, and our people.

**Employment Type**  
Full-time

**Job Location**  
Markham, ON

### Job Scope:

**Base Salary**  
\$ 45000 - \$ 70000

- Commercial banking and loan portfolio
- Commercial credit application and risk management
- Commercial banking function & operations
- Lending policy update and maintenance
- Leading and supervising junior commercial banking officers/analysts
- Statutory reporting (including reports to OSFI)
- Audit & other examination requests (by internal and external parties)

**Date posted**  
2023-04-30

### Key Responsibilities:

- Responsible for managing and expanding assigned loan portfolio and profitability.
- Identify, acquire, and develop new business opportunities related to commercial lending and financing.
- Build long-term profitable loan portfolio with existing clients while achieving short-term lending target to support a high growth strategy.
- Develop and execute individual marketing strategies while ensuring alignment with portfolio objectives and corporate goals.
- Maintain strong relationship based selling skills, client relationship management, and networking skills.
- Exercise sound credit judgment to ensure high-quality loans through sales focused strategy to generate high-quality loan proposals.
- Develop strong network of referral sources by leveraging on existing networks through active involvement and participation with the business
- Perform financial analysis and risk assessment where applicable.
- Develop and conduct training modules for employees and internal stakeholders.
- Other ad hoc responsibilities as assigned.

### Key Qualifications:

- University degree in business management with focus in finance and accounting preferred.
- At least 5 years of experience in commercial account management and commercial lending.
- Excellent knowledge of the marketplace, particularly with respect to SME and Mid-Market commercial lending space.

