



Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services and wealth management.

#### About Citi Vietnam

Citi is the leading foreign bank in Vietnam with branches in Hanoi and Ho Chi Minh City and a nationwide partnership network that covers all of Vietnam's 64 provinces. Citi combines its global presence and resources along with a large local footprint to offer innovative solutions to meet the evolving needs of our clients both in Vietnam and those looking to invest in Vietnam.

Additional information can be found at [www.citigroup.com](http://www.citigroup.com) or [www.citi.com](http://www.citi.com) or [www.citibank.com.vn](http://www.citibank.com.vn)

With our business expansion, we are looking for outstanding and suitable candidates for the following position:

### **UNIVERSAL BANKER**

#### **Job Description:**

##### Primary Role and Job Responsibilities:

- ✓ Generate sales revenue at designated location or assigned geographical coverage area
- ✓ Meets/exceeds sales established sales goals
- ✓ Follows laid out sales and service processes to establish contact with prospective customers, understands needs and sells them appropriate products offered by the bank
- ✓ Maintains updated knowledge of company products and processes and is able to offer a high quality sales experience
- ✓ Gathers information as needed about customers, markets and competition
- ✓ Primarily focuses on single family of bank products such as cards, loans or banking accounts with associated add-on products like insurance
- ✓ Might still sell additional product families to customers on a limited basis
- ✓ Proficient in selling to mass market customers and is deployed in mass market locations.

**Job Requirement:**

- ✓ College/University graduates with major in finance, banking, economics, business administration, marketing or other related areas are preferred
- ✓ Over 1 year of sales service experience in banking/finance service fields is a plus
- ✓ Demonstrated sales experience and result orientation
- ✓ Strong sales sense with good selling and interpersonal skills
- ✓ Good knowledge of financial planning; ability to address financial needs of more sophisticated target customers
- ✓ Comprehensive knowledge of the economic trends, events and their potential effect on customers' finances
- ✓ Good communication skills in English and Vietnamese both writing and speaking
- ✓ Self-confident, ambitious, willing to take challenges
- ✓ High energy level, aggressive and can-to attitude
- ✓ Self motivated as well as team oriented
- ✓ Fast learning with a proven ability to work independently under pressure and high efficiency

Our career opportunities are advertised on our careers website, please visit and register for the position with Job Code: 12008335 for Ho Chi Minh or 12047264 for Hanoi.

**[careers.citigroup.com](http://careers.citigroup.com)**