

Delta Asia Financial Group is a comprehensive financial institution with over 80 years of history, comprising Retail Banking, Commercial Banking, Wealth Management and General Insurance across Hong Kong, Macau and Guangzhou. It is reputable for its Corporate Governance, Caring and the Pursuit of Excellence.

We are committed to pay Top Reward to the Right People.

Deputy Manager – Investment & Financial Services

Delta Asia is committed to build up long-term relationship with our staff and clients. We seek to attract high-calibre talent to provide sound investment advices and quality services to our clients by offering a dynamic working environment, good career development opportunities and competitive compensation packages.

Responsibilities

- Solicit new business and build good relationship with new private clients
- Partner with our Product Experts to provide a wide spectrum of financial solutions to clients
- Identify the cross-selling and upselling opportunities:
 - Insurance Protection
 - Investment Planning
 - Wealth Management & Portfolio Advices
 - Retirement and Succession Planning
- Maintain a high standard of customer service and react proactively to customer requests
- Ensure the selling processes and activities are in compliance with the Company policies and all applicable regulatory guidelines

Requirements

- Bachelor Degree or above in Finance, Economics, Accounting or related disciplines
- Candidates with PRC background and network / IANG visa holder are welcome
- Possessed internship experience in banking or wealth management industry preferred
- Good market sense and passionate in investment and insurance products
- High level of customer centricity mindset with dedication to deliver exceptional quality services for customers
- Energetic and outgoing with enthusiasm in achieving goals
- Excellent communication, interpersonal and relationship building skills
- Good command of spoken and written English, Cantonese and Mandarin

What we offer

- **Attractive basic salary with competitive commission scheme**
- Structured **training program** on a wide range of investment products to equip the high-calibre talent as **all-rounded financial professional**
- Comprehensive products platform for up-selling and cross-selling
- Promising career prospect with structured career ladder

Position offered will be based on candidates' experience and qualification

Application

We offer **competitive remuneration package** to the right candidate. Interested parties please email your full resume with availability, current and expected salary to dasjobs@delta-asia.com

All information provided will be treated in strict confidence and only be used for recruitment purpose.

Website: www.delta-asia.com

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Customer Services Officer

Delta Asia is committed to build up long-term relationship with our staff and clients. We are now looking for a client services professional to join our team.

Responsibilities

- Handle client general telephone enquiries and make appropriate referrals
- Assist in marketing and business development initiatives and events
- Provide clerical support to the Sales team
- Perform ad hoc tasks assigned by supervisor

Requirements

- University graduate or above in business administration, economics, finance or related discipline
- Candidates with PRC background and network / IANG visa holder are welcome
- High level of customer-centric mindset with dedication to deliver exceptional quality services to customers, candidate with experience in customer services preferred
- Self-motivated, eager to learn with positive attitude
- Excellent communication, interpersonal and relationship building skills
- Good command of spoken and written English, Cantonese and Mandarin

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