



<https://jobsleworld.com/jobs/relationship-manager-job-in-australia-national-australia-bank-careers/>

## Relationship Manager

### Job Location

Australia

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### Base Salary

USD 4,000 - USD 6,500

### Qualifications

Degree in Business, Finance, or related fields preferred

### Employment Type

Full-time, Part-time

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### Hiring organization

National Australia Bank

### Date posted

December 29, 2024

### Valid through

31.07.2025

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## Description

### Relationship Manager Job in Australia – National Australia Bank Careers

National Australia Bank (NAB) is seeking skilled and motivated professionals for the role of **Relationship Manager**. This opportunity offers a chance to develop meaningful client relationships, drive business growth, and work in a supportive and innovative environment.

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#### Details of Relationship Manager Job in Australia

- **Company:** National Australia Bank (NAB)
- **Position:** Relationship Manager
- **Location:** Sydney, Melbourne, Brisbane, Perth, Adelaide, and regional areas
- **Qualification:** Degree in Business, Finance, or related fields preferred
- **Experience:** Relevant experience in banking, finance, or client relationship management
- **Employment Type:** Full-Time
- **Salary:** AUD 75,000 – AUD 120,000 annually (depending on experience and qualifications)

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#### About the Role

As a Relationship Manager at NAB, you will be responsible for fostering and maintaining strong relationships with clients while identifying opportunities to provide tailored financial solutions. This role involves working closely with both individuals and businesses, understanding their financial needs, and contributing to their success.

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#### Key Responsibilities

- Build and nurture long-term relationships with a portfolio of clients.
- Provide financial advice and solutions tailored to clients' specific needs.
- Identify opportunities for cross-selling NAB products and services.
- Analyze client financial data to support informed decision-making.
- Collaborate with internal teams to deliver exceptional customer service.
- Stay updated with market trends, financial regulations, and NAB's product offerings.
- Ensure compliance with banking policies and procedures.

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## Requirements

- A strong understanding of banking products and financial services.
- Proven experience in relationship management, sales, or financial advisory.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to analyze financial statements and assess creditworthiness.
- Results-driven mindset with a focus on achieving client satisfaction.
- Proficiency in using CRM tools and financial software.
- Australian residency or valid work authorization.

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## Benefits of Working at NAB

- Competitive salary with performance-based incentives.
- Comprehensive health and well-being programs.
- Opportunities for career advancement and professional development.
- Flexible working arrangements to support work-life balance.
- Inclusive and diverse workplace culture.
- Access to employee banking discounts and financial perks.

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## Why Choose NAB?

National Australia Bank is one of Australia's leading financial institutions, renowned for its commitment to customer success and community engagement. As a Relationship Manager, you'll play a pivotal role in empowering clients to achieve their financial goals while advancing your career in a collaborative and innovative environment.

At NAB, we prioritize diversity, equity, and inclusion, ensuring every employee feels valued and empowered to succeed. We offer extensive training programs and opportunities to grow professionally in a supportive workplace.

## How to Apply

To apply for the Relationship Manager position, visit the **National Australia Bank Careers** page and submit your application online. Ensure your resume highlights relevant experience, skills, and achievements.

**Note:** Applications are open to Australian residents and international candidates with valid work authorization.

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## Take the Next Step

Join National Australia Bank and become part of a dynamic team dedicated to delivering exceptional client experiences. Shape the future of banking while advancing your career with NAB today.

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## Important Links