



Technology and Data



Soft Skills



Banking Knowledge

# The Full Cycle of Receivable Finance: Pitch, Process, and Protect

Programme Code: THGRS00P26063

25 June 2026 (Thursday)

7:00pm – 10:00pm



## Programme Outline

Through this training, you will learn how to:

- Sell the value of RF to clients.
- Underwrite deals confidently (Pre-work & On-site).
- Monitor facilities to mitigate credit and operational risk.

Featuring industry case studies, restriction analysis, and a dedicated FAQ session, this course turns complex trade finance concepts into actionable knowledge.

## Speaker Introduction

The trainer has two decades of experience in commercial lending, cross-bordering financing, ESG finance, and transaction banking. He held pivotal roles at a local bank, culminating in his position as Managing Director overseeing Hong Kong, Chinese Mainland, Singapore, Taiwan and Macau trade business. He also delivered several product training sessions to audiences ranging from clients to relationship managers at all levels.

## Target Audiences

1. Banking Practitioners
2. Risk Management Professional, Compliance Officer and Relationship Managers
3. HKIB Professional Qualification Holders (eligible for CPD Core Hours) :



**Programme Delivery** **FLEX** LEARNING  
Virtual Classroom (Zoom) Cantonese  
POWERED BY THE HKIB

## Application DEADLINE

18 June 2026 (Thursday)



**APPLY NOW!**

Enquiry :  
(852) 2153 7800  
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<https://hkib.org/page/284>

PRICE LIST	Individual Member HKD	Staff of Corporate Member HKD	Non-Member HKD
Price	HKD990	HKD1,200	HKD1,320