

Small Business Banking Relationship Manager

CrediaBank, which was created through the merger of Attica Bank and the former Pancreta Bank, is looking for a **Small Business Banking Relationship Manager** to join our dynamic team.

Job details

Job type: **Full-time, Permanent**

Location: **Athens, Attica**

Apply via LinkedIn or email: recruitment@crediabank.com

About the job

We are looking for a **Small Business Banking Relationship Manager** who will be responsible for the management, development, coordination and completion of the sale of small business banking products and services, in accordance with the scope of the Branch's activities. The job holder promotes the commercial objectives of the Branch, through maintaining good transactional relationships with customers and informing them about new business products and services.

Responsibilities

- Responsible for the action plan and implementation regarding the development of new Business Banking (SB) clientele & the promotion of Business Banking (SB) products/services
- Support the Business Banking (SB) market & competition monitoring
- Design and implement the SB clientele retention plan and the additional SB products / services promotion plan
- Coordinate, manage, monitor and execute all SB transactions
- Management of overdue business loans
- Support in the cooperation with relevant teams in the framework of development & promotion of Business Banking (SB) Products/Services
- Coordination with all relevant divisions of the bank in terms of SB products / services development and promotion strategy
- Stay involved with the budgeting procedure (drafting / monitoring / revising), by providing all the required information
- Support the implementation and improvement of the Branch's organization and operations.

Qualifications

- Bachelor's degree from a higher educational institution, preferably in economics or another related subject (desirable)
- Master's degree (desirable) in the fields of business administration, finance or another related subject
- **2 years** of experience in a similar position is required
- Professional certification under the joint decision of the Executive Committee of the Bank of Greece and the Board of Directors of the Hellenic Capital Market

Commission (either of types: a1, a2, b1, b, c, d) and/or professional accreditation in private insurance intermediation (types A, D) will be considered an asset

- Strong sales skills and solid understanding of customer behavior and relationship management
- Customer-focused with excellent communication and interpersonal skills
- Good command of both Greek and English

About CrediaBank

CrediaBank was created through the merger of Attica Bank and the former Pancreta Bank, and is the 5th largest bank in Greece in terms of assets. It is a modern banking institution with a network of 65 branches and 5 business centers across the country, serving approximately 300,000 individuals and businesses with a wide portfolio of deposit, investment, and insurance products, mutual funds, loans, and brokerage services. Customer service is a top priority for CrediaBank, which is why it is the only bank that welcomes customers both with and without appointments, offers cashier services available throughout the day, and operates with extended hours through the CrediaConnect service. CrediaBank operates as a credit institution supervised by the Bank of Greece, strictly applying both European and national regulatory frameworks governing the operation of banks.

We respect your personal data

CrediaBank, taking into account that the personal data of candidate employees is of great importance, informs you in accordance with Regulation (EU) 2016/679 and the relevant provisions of the applicable Greek legislation for the protection of personal data, in its capacity as controller of the type of personal data it collects, the reason they are collected and processed and how long they are retained here <https://www.crediabank.com/gdpr/>