

Relationship Manager

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

Job details

Job type: Full-time, Permanent

Location: **Patras, Western Greece**

Apply via email to: recruitment@crediabank.com

About the job

As a Relationship Manager you will be responsible to offer a comprehensive range of Wholesale Banking services including corporate lending, trade and receivables finance, cash management and treasury products with an aim to provide efficient tailor-made banking solutions to both existing and target clientele. The role requires you to have a good understanding of credit & financial analysis with sound instincts for risk assessment. The ideal candidate should possess strong problem-solving skills and analytical thinking along with the ability to show commitment to the achievement of the team's and the Organization's goals. The job holder will report to the Business Centre West & Ionian Islands in Athens.

Responsibilities

- Management and development of Wholesale Banking portfolio with an aim to deepen and broaden relationships with the existing customers as well to approach new high quality clientele
- Achievement of various business targets and contribution to the team performance
- Preparation of credit proposals and approval of credit facilities in accordance with discretionary authority
- Conducting regular reviews in order to take proactive measures to ensure credit quality and compliance while preserving the viability and profitability of the client base
- Cross-selling of the full range of banking products
- Provision of guidance, coaching and support to junior members.

Qualifications

- University degree in Business Management, Banking, Finance or a related discipline or other relevant qualifications
- Master's degree in Finance and/or applied Economics will be considered a plus
- **At least 5 (five) years of professional experience** in a relevant position, preferably in relationship management in financial institutions industry with client facing experience

- Very good knowledge of the English language, both verbal and written
- Good knowledge of MS office
- Ability to work under pressure with strong self-motivation
- Strong communication, interpersonal and analytical skills.

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 Credia Connect 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. More information about the Bank is available on our website <https://www.crediabank.com/>

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/>