

Relationship Manager (Large Corporate Banking)

CrediaBank, is looking for a **Relationship Manager (Large Corporate Banking)** to join our dynamic team.

Job details

Job type: Full-time

Location: **Athens, 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 Large Corporate Banking products and services to both existing and target clientele. You will promote the commercial objectives of the Business Center or the Large Corporate Unit, through maintaining excellent working relationships with customers, analyzing needs, formulating appropriate proposals and informing them about new business products and services.

Responsibilities:

- Attracting business customers within the perimeter of Business Banking and developing relationships.
- Preparing financial analyses, submitting credit recommendations to the competent levels in accordance with the Bank's credit policy.
- Supporting business banking market monitoring & competition.
- Implementing an action plan for developing new business banking customers & promoting Business Banking products/services.
- Implementing a plan for retaining existing desired customers & promoting additional business banking products/services.
- Support cooperation with other units in the development & promotion of products/services of business banking.
- Ensuring implementation of bank procedures & policy framework at unit level.
- Managing relationships with key stakeholders at unit level.
- Guiding ROs with the aim of achieving the Unit's objectives.
- In addition to the above, any other area of responsibility, object and competence is assigned by the higher hierarchical level

Qualifications:

- Bachelor's degree from a higher educational institution, preferably in Sciences or Economics
- Master's degree in Business Administration, Finance or other related field is desirable
- 5 years of experience in a similar role in the banking sector (minimum)
- Knowledge of banking products and services
- Knowledge of portfolio analysis and corporate funding
- Excellent knowledge of the Greek & English language
- Very good knowledge of Microsoft office and excellent knowledge of excel (financial modelling e.t.c.).
- Ability to work under pressure with strong self-motivation

- Strong communication, interpersonal and analytical skills.
- Solution-driven and sales 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 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. More information about the Bank is available on our website 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](#).

Equal Opportunity Employer

CrediaBank believes that its strength lies in its people and promotes a safe, dignified and inclusive working environment with zero tolerance for any form of discrimination, violence or harassment. We review all applications with equality, transparency and respect for human rights.