Financial Institutions Executive

CrediaBank is looking for a Financial Institutions Executive to join our dynamic team.

Job details
Job type: **Full-time**
Location: **Athens, Greece**
Apply via LinkedIn or email: recruitment@crediabank.com

About the Role
The Financial Institutions Executive plays a key role in the development and management of correspondent banking and other financial institution relations. The job holder is responsible for collecting and analyzing financial data from credit institutions through international sources as well as for drafting cooperation proposals. At the same time, the job holder manages commercial transactions, negotiates terms and pricing, and acts as the main contact point for relations with financial institutions.

Key Responsibilities
- Management and evaluation of correspondent relationships (Nostro, Vostro, RMA relationships, SSIs) and daily communication with counterparties for the smooth operation of accounts and the smooth flow of collaborations.
- Participation in meetings and representation of the Organization.
- Communication with cooperating Financial Institutions and resolution of issues that arise.
- Management of requests for new partnerships and renewals of existing ones as well as recommendations for the approval or rejection of a partnership proposal.
- Negotiation of bilateral agreements and terms of cooperation between banks.
- Management of incoming and outgoing trade transactions (Trade Finance) at the level of communication, pricing and exploration of options. Coordination and evaluation of cooperation requests in the field of trade transactions
- Onboarding and evaluation of credit institutions (KYC, EDD, Wolfsberg CBDDQ) as well as coordination of KYC requests, cooperation with the ICD and recommendations to the approval bodies.
- Collection of financial data and drafting recommendations for new partnerships, in cooperation with units of the Bank.
- Preparation of proposals for approvals of credit limits. Renewal, control and management of credit limits, in cooperation with the Bank's risk management units.
- Monitoring the creditworthiness of counterparty banks and the market.
- Drafting proposals, business specifications, reports and presentations to Management.
- Monitoring Competition and Domestic & Foreign Markets, as well as international developments in the banking sector.

Qualifications
- Degree from a higher educational institution, preferably in sciences or economics.
- Master's degree in business administration, finance or another related subject (desirable).
- At least 5 years of professional experience in a related field is required.

- Experience in the use of international information systems and databases (Bankers Almanac, Moody's, Fitch, S&P and similar).
- Good knowledge of banking products and the banking market
- Familiarity with the use of a PC and very good knowledge of Microsoft Office applications and the Bank's systems.
- Ability to draft business requirements and participate in complex projects in collaboration with multiple stakeholders.
- Excellent knowledge of Greek and English (oral and written).
- Orientation to customer service, domestic and foreign
- Analytical thinking and problem-solving skills
- Ability to plan, organize and effectively manage time
- Team spirit and communication 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 66 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.