

Cobalt Banking Relationship Manager

CrediaBank, which was created through the merger of Attica Bank and the former Pancreta Bank, is looking for a **Cobalt Banking Relationship Manager** (affluent/high-net worth customers) 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 **Cobalt Banking Relationship Manager** who will be responsible for the management and coordination of the tasks related to serving the Branch's **affluent/high-net worth customers (Cobalt)** such as the sale of deposit, investment, lending and bancassurance products in accordance with the Bank's policies and procedures. The job holder will promote the commercial objectives of the Branch, through the development and maintenance of good transactional relationship with Cobalt customers and by informing them about new banking products and services.

Responsibilities

- Responsible for the affluent/high-net worth customer segment (Cobalt) development & promotion of existing & new Retail Banking products & services
- Market & Competition monitoring
- Responsible for the supervision and management of the transactional relationship & performance of Cobalt clients while keeping them informed about the portfolio they hold with the Bank
- Ensures that the provision of services to clients is carried out in accordance with the instructions and terms agreed with the Bank
- Collaboration with appropriate units regarding the development & promotion of products/services
- Responsible for managing organizational & operational issues and checking the accuracy of customer documentation before their transmission to Central Services
- Ensuring the efficient implementation and improvement of branch organizational & operational procedures
- Formulating & supervising the implementation of the branch's commercial & operational objectives Cobalt customers internal plan.
- Provide information for the preparation/monitoring/review of the Bank's Branch Network budget at a branch level
- Registering requests in the credit systems and ensuring the collection of the required documents to be sent to the Credit approval and management Centers.

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
- **7 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/>