

Small Business Sales Manager

We are looking for a **Small Business Sales Manager** (Regional Branch Network Division- Athens and South Greece), based in Athens, to join our dynamic team.

Job details

Job type: Full-time, Permanent

Location: **Athens, Greece**

About the job

As a Small Business Relationship Officer, you will assume a pivotal role in overseeing, guiding and motivating the Bank's Small Business Relationship Officers team, to attain strategic sales objectives and elevate customer relationships. This position reports directly to the Head of the Regional Branch Network Division (Athens and South Greece). The role requires you to be able to work well independently as well as within a team and to show commitment to the achievement of the team's and the Organization's goals.

Responsibilities:

- Cultivate and sustain relationships with clientele within the small business market segment
- Actively participate in high-level customer meetings
- Monitor customer requirements and being able to resolve any arising issues
- Contribute significantly to the training initiatives addressed to Small Business Relationship Officers covering products, methodologies, procedures, systems, proposal drafting and more
- Being responsible for the quality of proposals, addressed to the Credit Division
- Conduct ongoing market and competition analyses and provide pertinent insights, regarding evolving trends within the small business market segment
- Engage with the Financial Markets Division to remain up-to-date with investment products and market developments
- Work together with all bank product units to ensure that the branches' promotion and sales techniques are aligned to the Bank's strategic direction
- Collaborate closely with the Corporate Banking Division regarding the alignment with the Bank's strategic direction and priorities for small businesses
- Systematically collect and analyze sales data for performance evaluation and report preparation
- Adhere to the regulatory framework and the Bank's policies and procedures.

Qualifications:

- Bachelor's degree, preferably in Accounting, Finance, Economics, Business Administration or any other related field of study
- Master's degree in a relevant field of study will be considered an asset



- 7+ years' of similar professional experience in Retail Banking
- Solid knowledge of key financial products as well as market and competition awareness
- Very good command of the English language, both written and spoken
- 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.
- Proficiency in using computers and MS Office applications, with a specialized emphasis on Excel
- Customer service orientation
- Results-driven mindset along with a problem-solving approach.

About Attica Bank

Attica Bank S.A was established in 1925 and is a dynamic financial services company, with a network of 37 branches located in the main cities of Greece.

Attica Bank offers the full range of banking products and services, including investment and bancassurance products, serving all major market segments like individuals, small & medium enterprises and large companies. We recognize that our people are our strength, and the diverse talents they bring to our workforce are directly linked to our success. We are an equal opportunity employer and place a high value on diversity and inclusion.

More information about the Bank is available on our website <https://www.atticabank.gr/>

We respect your personal data

Attica Bank, 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 bit.ly/3uUXmR3.