

Relationship Manager

We are looking for a **Relationship Manager** to join our dynamic team.

Job details

Job type: Full-time, Permanent

Location: **Athens, Greece**

Apply via email to: recruitment@atticabank.gr

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.

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 7 (years) 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 Attica Bank

Attica Bank S.A was established in 1925 and is a dynamic financial services company, with a network of 38 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 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