

Small Business Relationship Officer

We're seeking **Small Business Relationship Officers** to join our branch network in the extended Athens metropolitan area.

Job details

Job type: Full-time, Permanent

Location: **Attica, Greece**

Apply via email to: recruitment@atticabank.gr

About the job

As a Small Business Relationship Officer, you will be responsible for managing, developing, coordinating and prosecuting all Sales and Customer Service activities of the Branch, addressed mainly to the Small Business (SB) market segment. You will actively and systematically promote the Branch's commercial objectives by maintaining good customer relations, promoting products and referring customers to the Branch. The role requires you to be able to work well independently as well as within a team and show commitment to the achievement of the team's and the Organization's goals.

Responsibilities:

- Coordinating, managing, monitoring and executing all SB transactions
- Designing and implementing the SB Customer Base Growth Plan and the SB Products / Services Promotion Plan
- Designing and implementing the SB Customer Retention Plan and the additional SB Products / Services Promotion Plan
- Coordinating with all relevant divisions of the Bank in terms of SB Products / Services Development and Promotion Strategy
- Supporting the Branch Network Division to the monitoring of the SB Market and the competition
- Being involved with the budgeting procedure (drafting / monitoring / revising), by providing all the required information
- Supporting the implementation and improvement of the Branch's organization and operations.

Qualifications:

- Bachelor's degree, preferably in Accounting, Finance, Economics, Business Administration or in any other related field of study
- Master's degree in a relevant field will be considered an asset
- 2+ years' experience in Small Business Banking
- Solid knowledge of SB products and services
- Strong sales skills and a proven and consistent successful track record
- Very good command of the English language



- 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.
- Excellent communication and interpersonal skills.

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 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