

## Bank of Communications Frankfurt Branch Recruitment 2017

### Position 1. : Marketing and Customer Management

At Bank of Communications Frankfurt we are looking for a relationship manager (or an Associate) position to join our Marketing Team. In taking this role you will work on Corporate Banking Products, Syndicated Loans and Schuldscheindarlehen transactions. Salary level commensurate with experience.

#### Job Description:

- Management of the company's customers, market analysis, product promotion, timely respond to customer demand and achieve agreed revenue objectives.
- Develop and win new business, grow and deepen relationships, and coordinate engagement with the client in the network.
- Fully understand customers' business, identify opportunities to satisfy client needs, manage and avoid undue credit risks, and meet objectives.
- Prepare the Business Credit Application, renewal packages (monitoring reviews / adjusting credit lines) to a high quality and standard.

#### Your Role:

- You will be in charge of financial analysis and projections for the portfolio of deals and will conduct appropriate operational and risk follow-up activities.
- You will work in close collaboration with RMs, Compliance and Risk Department facilitating credit applications for specific transactions.
- You will manage agency related activities for any Agency functions in Syndicated Loans and Schuldschein transactions.
- You will process account opening for corporate clients, facilitate deposit business and other corporate banking products.

#### Your profile:

- You hold a degree in Business Administration (Bachelor and/ or Master)
- You have good general knowledge in financial analysis and banking products.
- You studied in Germany for 5 years or above.
- You are client focused and quality oriented.
- Strong sense of responsibility, favorable communication skills and team working spirit.
- You are fluent in German and English.