



**GAZPROMBANK**  
(SWITZERLAND) LTD

## **Client Relationship Manager - Corporate Banking,** **Associate Director**

### **Job summary**

**The position is responsible for acquisition of new clients to the Bank, for maintenance of the existing clients and for servicing all new and existing clients with full range of banking products and services of Gazprombank (Switzerland) AG.**

### **Main tasks and responsibilities**

- To search a potential client falling within the Bank's risk/product requirements (preferential markets/ industries/ corporate names);
- To collect and to assess information about the client's business and prospects for rendering of comprehensive banking services;
- To determine the client's financing requirements/ preferences/ interests meeting the Bank's range of credit and banking products and the Bank's credit policies;
- To carry out initial negotiations with the client in order to assess and to promote those client's expectations for banking products and services that meet the Bank's standards and, eventually to reject client's expectations not complying with the Bank's policies; to help the client to specify its needs of banking products and services;
- To initiate marketing and sales activities to provide banking products and services to clients;
- To create long term relations with clients by constantly monitoring client's satisfaction level and increasing loyalty towards the Bank;
- To support product departments in obtaining necessary approvals of the competence levels of the Bank needed for rendering the banking products and services to the client.
- To actively contribute to increase the Bank's revenues and profitability
- Intensive communication with clients and internal departments

### **Required Experience/Skills/Qualification**

- Graduate in Finance, Economics or Business related
- Min. 2 years of work experience in corporate and/or investment banking
- Broad knowledge of global transaction banking products services
- Strong knowledge of local Swiss market, international markets and market practices
- Previous exposure to Russian environment would be an asset
- Strong communication, interpersonal and relationship building skills
- Fluent English, Russian is a plus

**We are looking forward to receiving your complete application.**  
**Please send it to Ms. Severine Boulard [HR@gazprombank.ch](mailto:HR@gazprombank.ch).**