



POSITION	Lead Corporate Client Manager
TERM	Full time
LOCATION	Yerevan, RA
START DATE	ASAP
OPENING DATE	December 06, 2022
APPLICATION DEADLINE	December 23, 2022
DURATION	Indefinite

"ID Bank" CJSC is looking for a motivated and well-rounded candidate to fill the position of the Lead Corporate Client Manager, who will perform the responsibilities listed below:

### **JOB RESPONSIBILITIES**

- ✓ Develop effective strategies for acquisition of corporate clients;
- ✓ Maintain the databases for acquisition of corporate clients;
- ✓ Generate corporate passive sales;
- ✓ Generate corporate active sales;
- ✓ Provide servicing of the current corporate client portfolio and offer consultations;
- ✓ Analyze integrated profitability of corporate clients (loan yield, income generated through transfers, POS terminals, accounts, etc.);
- ✓ Make inquiries to the Credit Register in accordance with the Bank's internal regulations and regulatory legal acts;
- ✓ Collect financial data from corporate clients, prepare packages of legal documents, organize collateral appraisal, collect other necessary information, provide a comprehensive overview and transfer of the loan package to the relevant employee of the Lending Division;
- ✓ Submit loan applications for consideration to the relevant competent authority;
- ✓ Actively cooperate with other divisions of the Bank to provide high-quality service to corporate clients and achieve performance targets set by the Lending Division,
- ✓ Perform other duties as required and provided for by the Bank's internal regulations;
- ✓ Perform other duties as assigned by the line manager.

### **REQUIRED QUALIFICATIONS**

- ✓ Higher education
- ✓ At least 3 years of experience in the banking system
- ✓ Knowledge of banking products and services
- ✓ Knowledge of banking legislation
- ✓ Computer literacy
- ✓ Language skills
- ✓ Communication skills
- ✓ Cross-selling skills
- ✓ General knowledge and expertise

- ✓ Organizational skills
- ✓ Excellent problem-solving skills
- ✓ Teamwork ability
- ✓ Punctuality and sense of responsibility
- ✓ Knowledge and commitment to principles of work ethics

## **ADDITIONAL INFORMATION**

After successful completion of the probation period, the Bank offers its employees a wide range of privileges, particularly, a comprehensive medical insurance package, a comprehensive bonus plan, a corporate package for sports club services, banking services on preferential terms, etc.

## **APPLICATION PROCEDURES**

All interested candidates who meet the requirements above and are confident that their background and experience qualify them for this position, should send a resume to [hr@idbank.am](mailto:hr@idbank.am) mentioning the position applied for in the subject line of the e-mail. Only short-listed candidates will be contacted.

## **ABOUT COMPANY**

"ID Bank" CJSC was founded in 1990 as "Anelik Bank" Limited Liability Company and was renamed to "ID Bank" CJSC since 04.06.2018. The Bank's mission is to be the first choice Bank for the customers as the best innovative Bank providing the customers with personalized unique digital solutions. To learn more about the Bank, please visit: <https://www.idbank.am/>