



POSITION	SME Client relations leading manager
TERM	Full time
LOCATION	Yerevan, RA
START DATE	ASAP
OPENING DATE	28/06/2022
APPLICATION DEADLINE	12/07/2022
DURATION	Permanent with 3 months of probation period

"IDBank" CJSC is looking for an experienced, motivated and skilled candidate to fulfil the responsibilities listed below.

#### **JOB RESPONSIBILITIES**

- Attraction of SME clients,
- Maintenance of SME client attraction database,
- Servicing of clients' portfolio and provision of consultation,
- Performance of calculation of expected profitability of a client in terms of all products (e.g. income received from the loan to be extended, transfers, POS terminals, accounts and other),
- Making inquiries to the loan registry according to internal and regulatory legal acts,
- Submission of recommendations for improvement of efficiency of the unit's activity,
- Participation in the development of legal acts related to the activity of the unit.

#### **REQUIRED QUALIFICATIONS**

- Higher education,
- Work experience in the financial/banking sphere,
- Knowledge of computer,
- Knowledge of banking products and services,
- Knowledge of banking legislation,
- Analytical thinking,
- Good knowledge of Armenian and Russian languages, knowledge of English language will be a plus,
- Ability to quickly and effectively solve problems,
- Ability to effectively work in a team.

#### **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 qualifies them for this position, should send filled in application form attached to this announcement to: [hr@idbank.am](mailto:hr@idbank.am) mentioning the position applying for in the subject line of the e-mail. Only short-listed candidates will be contacted.

## **ABOUT THE 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/>