



POSITION	Client Manager of Commission business unit
TERM	Full time
LOCATION	Yerevan, RA
START DATE	ASAP
OPENING DATE	17/07/2024
APPLICATION DEADLINE	02/08/2024
DURATION	Indefinite, with a three-month probation period

“ID Bank” CJSC is looking for an accomplished and motivated candidate to join its team as a Client Manager of Commission business unit, who will perform the responsibilities listed below:

### JOB RESPONSIBILITIES

- Attract corporate clients,
- Sell corporate products, in particular, business overdraft, POS/V-POS payment systems, payroll products, digital credit, etc.
- Sell other products provided by the Bank,
- Maintain databases for attracting corporate clients,
- Maintain corporate client portfolios, offer consultation, build and develop business relationships,
- Collect and summarize financial data and other information of the legal package required from clients,
- Carry out profitability analysis of all products for each customer,
- Manage the process of establishing more/less favorable preferential conditions for customers (new tariff, etc.),
- Send inquiries to the State Register, the Credit Bureau of the Republic of Armenia and other competent authorities in accordance with the internal legal acts of the Bank and within one's remit

### REQUIRED QUALIFICATIONS

- Higher professional education
- At least 1–2 years of experience in the relevant field
- Good knowledge of English, Russian and Armenian languages
- Knowledge of banking products and services
- Knowledge of banking legislation
- Computer skills - good knowledge of Excel, knowledge of the LS Bank program will be considered as an advantage
- Communication skills
- Cross-selling skills
- Analytical skills
- An organized approach to work and effective time management skills
- Ability to manage multiple tasks simultaneously

- Attention to detail
- Excellent problem-solving aptitude
- Excellent team spirit
- Punctuality and sense of responsibility
- Strong work ethic

## **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 and you are interested in joining the ID Bank team you follow the link <https://idbank.bamboohr.com/careers/29> . 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://idbank.am/>