

Relationship Officer

CrediaFactors, 100% subsidiary of CrediaBank, is looking for a **Relationship Officer** to join its dynamic team.

Job details

Job type: Full-time

Location: Athens, Attica Greece

Apply via email to: info@crediafactors.com

About the job

As a Relationship Officer you will be responsible for introducing, managing, and expanding factoring client relationships. The role involves understanding clients' financing needs, structuring appropriate factoring solutions, and ensuring high levels of client satisfaction. This position requires a deep understanding of financial services, strong analytical skills, and the ability to build and maintain relationships with clients. The job holder will report to the Head of Business Development.-

Responsibilities

- Identify and target potential B2B clients who could benefit from the provided services
- Participate in client visits and meetings to understand their operating model, business needs and promote factoring solutions
- Analyze clients' financial statements and transactional data, to evaluate their creditworthiness and propose the most appropriate factoring facilities
- Prepare credit limit proposals for factoring facilities
- Conduct regular facility reviews of existing clients to ensure smooth collaboration and financial efficiency
- Serve as the primary point of contact for factoring clients, addressing inquiries, resolving issues and providing ongoing consulting
- Achieve business development targets and contribute to the team performance

Qualifications

- Bachelor's degree in Business Administration, Finance, Accounting or a related field or other relevant qualifications
- Master's degree in Finance, Accounting or related field will be considered a plus
- 1-2 years of professional experience preferably in relationship management, accounting or consulting with client facing experience
- In-depth understanding of financial services and financial analysis
- Ability to work independently and as part of a team
- Very good knowledge of English language, both verbal and written
- Good knowledge of MS office
- Ability to work under pressure with strong self-motivation
- Strong communication, interpersonal and analytical skills.

About CrediaFactors

CrediaFactors is a wholly owned subsidiary of CrediaBank and was founded in 2021 as a Financial Institution, dedicated in providing factoring services. The company operates based on the provisions of Law 1905/1990 for Factoring and is supervised by Bank of Greece. Is a member of Hellenic Factors Association and associate member of FCI, the Global Representative Body for Factoring. Our vision is to provide Factoring products following the modern market trends but also applying all available digital applications, with the aim of modernizing the provided services and the continuous satisfaction of our customers. More information about the company is available on the official website at crediafactors.com.

We respect your personal data

CrediaFactors, taking into account that the personal data of candidate employees is of great importance, informs you in accordance with Regulation (EU) 2016/679 and the relevant provisions of the applicable Greek legislation for the protection of personal data, in its capacity as controller of the type of personal data it collects, the reason they are collected and processed and how long they are retained at crediafactors.com/GDPR.