

CACEIS is the asset servicing banking group of Crédit Agricole dedicated to institutional and corporate clients. Through offices across Europe, North America and Asia, CACEIS offers a broad range of services covering execution, clearing, depositary and custody, fund administration, middle office outsourcing, forex, securities lending, fund distribution support and issuer services.

With assets under custody of €2.5 trillion and assets under administration of €1.6 trillion, CACEIS is a European leader in asset servicing and one of the major players worldwide (figures as of 31 December 2016).

CACEIS wants to reinforce its Team and is looking for his/her new:

BUSINESS DEVELOPMENT SUPPORT (M/F)

<i>Company:</i>	CACEIS Investor Services, CACEIS Bank Germany Branch
<i>Reference of the job offer:</i>	Perspektiv2017-24248
<i>Business type:</i>	Sales / Customer Service
<i>Location:</i>	Munich, Germany
<i>Contract type:</i>	VIE Programme
<i>Fixed-term contract:</i>	24 months
<i>Expected start date:</i>	01/11/2017
<i>Management position:</i>	No

JOB DESCRIPTION

The Business Development service in Caceis Bank S.A., Germany Branch is divided into two teams: Business Development team for funds (4 persons) and a Business Development team for banks and broker-dealers (2 persons).

The VIE will be part of the Business development team for banks and broker-dealers and will be responsible for the following tasks:

- Business development:
 - Visiting and/or calling prospects
 - Seeking the prospects financial analysis and writing a brief presentation about them
- Market Intelligence:
 - Monitoring our activity, our market, our clients and prospects; and our competitors by reading international journals.
- Risk & Compliance Committee
 - Contacting the client to get all the required documentation,
 - Analyzing financial figures and pre-check compliance
 - Writing the New Client Questionnaire and the Power Point presentation,
- Customers relationship management:
 - Updating the reporting activity in Mercury (CRM Caceis system),
 - Reporting meetings with clients (call or physical meetings)
 - Presenting clients' needs and offers.



- Designing the strategy presentation for business development and executive management.
- Contacts with other CACEIS entities:
 - Being in contact with our French central services in Paris and Luxembourg.
 - Supporting the business development of other CACEIS entities.

This list is non-exhaustive and can be adapted regarding your interest.

PROFILE

- Minimal education level: Postgraduate degree – MA/MSc/PhD/Doctorate or equivalent
- Academic qualification: Business School, University
 - Speciality: specialization in banking or finance would be a plus.
- Level of minimal experience: 0 – 2 years
 - Experience: 1-2 years of experience preferably in the banking sector and with a first contact with clients.
- Required skills: Hard skills
 - Good German skills would be a plus
- Required skills: Soft skills
 - Excellent interpersonal and communication skills
 - Good organization skills
 - Reactive and adaptable
 - Pro-active and polyvalent
 - Good presentation skills
- Technical skills required:
 - High level of expertise with Microsoft Office (especially in Excel and PowerPoint)
- Languages:
 - English: fluent
 - French: fluent
 - German: basic knowledge

FURTHER INFORMATION

- *Contract*: V.I.E. (Volontariat International en Entreprise)

The VIE contract in short: According Business France's eligibility conditions, the Volontariat International en Entreprise (VIE) is an assignment in a French company operating overseas for professionals between the age of 18 and 28 who are European Union nationals.

IMPORTANT:

To apply, you need to meet the conditions mentioned above. If not, your application will not be selected. If you are eligible, join your CV and a cover letter in English – and mention: your age and nationality. For further information about the eligibility conditions to this programme, we invite you to go to Business France website: www.civiweb.com.



Perspektiv

⇒ Should you be interested in this position, please send your full application details using this link:
<https://www.groupecreditagricole.jobs/Les-offres-du-groupe-credit-agricole-S.A/?offerId=24248&idOrigine=502&LCID=2057>

Important: Please mention the reference « **Perspektiv2017-24248** »

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For any question, please contact us using the details below:

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