



BNP Paribas is a key player in international banking, has a presence in 64 countries, with more than 178,000 employees, including nearly 145,000 in Europe. The Group supports all its customers - individuals, associations, entrepreneurs, SMEs and institutions – in the success of their projects through its financing, investment, savings and protection solutions in a changing world.

Corporate & Institutional Banking division offers tailored financial solutions for corporate and institutional clients. BNP Paribas has 200 years history in Europe and a firm position in Hungary for 30 years.

In its Corporate & Institutional Banking BNP Paribas also enjoys strong positions in the Central Europe region, with branch offices in 5 countries (Hungary, Check Republic, Romania, Bulgaria, Greece), serving 9 countries.

BNP PARIBAS, Hungary Branch is looking for a

Corporate Coverage VIE position based in Budapest

Main Activities:

- For Hungary Support the Head of Corporate Coverage, Regional Head of Multinational Coverage and the Relationship Managers by providing administrative, reporting, marketing and in some cases strategic and commercial support.
- For Central Europe Region Support the Regional Head of Multinational Coverage in the Regional Role in Central Europe (regionalisation of the activities in Bulgaria, Czech Republic, Hungary and Romania).
- Support the Relationship Managers by providing administrative, reporting, marketing and in some cases strategic and commercial support.

Regional and Local Commercial Actions:

- Identification, selection of priority target name in consultation with all stakeholders.
- Prepare, participate and follow-up meetings/conference calls.
- Participate in the regional commercial development through the preparation and presentation of specific projects, and ensure the follow up.
- Support bankers and contribute to preparation of marketing materials.
- Arranging and attending prospect meetings. Regional and local monitoring:-Active maintenance of the underlying created database.
Report performance and ongoing actions of the Hungarian and CE MNC franchise.-
- Share and gather best practices, success stories.

About the Team

The team is a 5 people Relationship Managers' team based in Budapest, Hungary. This is a very dynamic, very professional mixed team with juniors and seniors from whom you will be able to learn a lot. The team is very supportive, open minded and helpful, and the ambiance is very friendly. The office is in the city center where the public transport is excellent. The team is sitting in an open space in a modern, new building with every comfort of a XXI century workplace.

In this position you will be able to:

- Learn a lot about banking activity, banking products, sales and marketing activity
- Develop your communication, problem solving and sales skills
- Analyse the market from different points of views
- See the whole banking process
- Follow up and contribute to the digital transformation of our bank
- Develop your language skills, mainly the English

Education and skills requirements:

- Diploma required: commercial, trading, management
- Experience: in sales, marketing, risk/credit analysis, et/ou communication, finances
- Creativity & Innovation/Problem solving
- Ability to deliver, results driven
- Adaptability

Tools, technology skills required:

- Communication of Echonet
- Tools monitoring clients' satisfaction

Language:

- Advanced level in English