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

GTS VIE
position based in Budapest
(1-year fixed term)

About the mission:

Position provides possibility to learn how the bank works and more specifically for international trade products (bank guarantees, letters of credit, documentary collections, products related to working capital solutions - SCM) to be supported by training on specific products of Trade Finance and WC financing, as well as country, banking and corporate risk management, learning the different interactions between the different departments of the bank as well as the decision criteria in terms of profitability, global management of a relationship.

V.I.E mission is to provide commercial support but also to help in the prospection and the growth of the activity; as well as to facilitate the interactions between the others stakeholders (Back & Middle offices, legal department, functions...).

The V.I.E will evolve as a junior sales for Hungary, but also in the C.E.E region (in particular Czech Republic and Romania), assisting the Head of GTS CEE.

There are many possible developments after this experience, either as a product specialist or generalist (as a customer relationship manager). The most obvious development is international sales (in a bank or company) or Supply Chain Financing professions.

BNP Paribas is a leading bank in Trade Finance, providing the best in class solutions for our clients, and due to its position in CEE and thanks to the autonomy provided, the candidate will develop large sales skills as well as having the opportunity to work in an agile environment.

Responsabilities:

Assist in the management of daily tasks related to:

- Preparation of credit applications (Support Memo, green light)

- Calculation of raroc

- Request for quotes from other BNPP entities or correspondent banks for the re-issuance of guarantees

- Follow-up with the BO/OPS Teams for the follow-up of issuance instructions

Management of GTS activity monitoring:

- Update and maintenance of management tools in the various databases (Deal pipeline)

- Preparation and reporting of all information (income, capital consumption)

- Verification that all transactions are booked according to the bank's rules

- Writing of customer visit reports

Sales support:

- Analysis of customers to assess their potential and needs

- Preparation of customer visits (pitchbook, customer analysis, etc.)

- Market and economic macro study related to international trade activity (country of destination, type of product, etc.) to target an adapted marketing approach

- Participation in certain meetings

About the Future Team:

The candidate will join the Global Trade Solutions ('GTS') business line, a Corporate & Investment Banking division, aiming at supporting Corporate Clients in their Trade Finance activity, securing their contracts thanks to issuance of guarantees, or financing their Working Capital needs. In

CEE, GTS in a fast-growing business line, with a strong growth trend, with ambitions to pursue such dynamic trend even further.

The position is based in Budapest and the premises are in the city center. The public transport network guarantees very easy access to the BNP Paribas premises by metro, tram or bases.

On a day-to-day basis, the person will work closely with the GTS Trade Managers in the CEE region, local coverage, as well as GTS management team. English and any other language spoken in the region is a plus (with preference for Czech, Hungarian, Romanian, but also Croatian or Serbian).

Education and skills requirements:

- Master degree in Finance,
- 1 year or more working experience in Corporate Banking, Finance, Audit
- Creativity & Innovation/Problem solving
- Client focused
- Attention to details
- Adaptability
- Ability to set up relevant performance indicator
- Analytical ability
- Ability to conduct a negotiation
- Ability to develop others & improve their skills

Tools, technology skills required:

- Excel
- Thinkcell

Language:

- Advanced level in English