



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, Czech Republic, Romania, Bulgaria, Greece), serving 9 countries.

BNP PARIBAS, Hungary Branch is looking for a

**Cash Management VIE
position based in Budapest
(18-24 months fixed term)**

About the mission:

The position gives a deep understanding about cash & liquidity management activities within corporate and institutional banking of BNP Paribas in CE Region. Main solutions for our clients are payments and collections services for corporate clients and connectivity and liquidity management solutions. This position will bring insight into the latest trends and innovations in the payments industry.

The role of VIE in CE Region is to support the Cash Management Team in the preparation of client pitches, analyses of the client P&L, coordinating with coverage or other regions of BNP Paribas in sales initiatives or the Cash Management Competence Center on product enhancements.

The VIE will learn the various interactions between departments of the bank in the context of RfP management, the application of agreed pricing grids and the controlling of client revenues.

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

The position of VIE will open the door to interesting developments within the organization, either as a specialist in a business line or generalist (as a customer relationship manager).

BNP Paribas is the leading bank in Cash Management in Europe, providing best in class solutions for our clients. Due to its position in CEE, the candidate will develop large sales skills as well as having the opportunity to work in an agile environment.

Responsibilities:

- Support of the Cash Management team:
 - In drafting presentations for pitches and collecting information from all relevant sources;
 - In research and compilation of data on clients and prospects to better understand client's business and evolutions
 - Participation in client meetings (most frequently teams)
 - coordination of sales calls related to the main corridors DE, DPMC, UK, China/South Korea
 - Support for client events
 - follow-up of revenues, analysis and cross checks, in particular, investigate of agreed but not billed fees and commissions
 - In the translation of agreed global prices to billing
 - In collecting data and analysis of customer data needed to develop business strategy;
 - Assisting with collecting data for customer activities falling in scope of internal controls
 - cash/ cards/cheques/others;
 - In transaction documentation (coordination and follow-up both internally and externally);
 - With updating the customer database with business and financial information (addresses, key figures, etc.)
 - In monitoring payment flows for top clients to spot flow trends on cash management and FX activity; in particular, spotting FX+ opportunities in coordination with sales and FX+ team
 - Set up fees in EPS
 - Cross checks of fees set up in EPS by Billing team
 - Review and monitor of IDLs utilisation and update the related monthly ALM report
 - Participation in local and central projects,
 - Preparing minutes

About the Team:

The candidate will join the Regional CE Cash Management Team with members in Hungary, Czech Republic, Bulgaria and Romania. The team is part of the Corporate & Investment Banking division, aiming at supporting Corporate Clients in Cash & Liquidity Solutions on local, regional and global level.

In CEE, Cash Management is one of the most important activities of the bank with a strong growth trend, with ambitions to pursue such dynamic trend even further.

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

On a day-to-day basis, the person will work closely with the Cash Management Team in the CEE region and local coverage. Fluent English is required, any other language spoken is a plus (with preference for German, Hungarian, Czech, Romanian or Chinese).

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
- Powerpoint

Language:

- Advanced level in English