

TITLE	Microbusiness chief client manager
TERM	Full time
LOCATION	c. Yerevan, RA
START DATE	ASAP
APPLICATION DEADLINE	10/05/2024
DURATION	Long-term with 3 months of probation period

“IDBank” CJSC is looking for a motivated candidate for the position of Microbusiness chief client manager who will be responsible for establishing, maintaining and development of business relations with both new and acting microbusiness clients, identifying their needs, providing consultation and implementing sales of all corporate products and services of the Bank.

### JOB RESPONSIBILITIES

- Attraction of microbusiness clients
- Maintenance of database of attraction of microbusiness clients
- Collection of financial data of activity of microbusiness clients
- Implementation of financial analyses of microbusiness clients
- Implementation of sales in terms of passive products
- Implementation of sales in terms of active products
- Servicing of portfolio and providing consultation to clients of microbusiness segment
- Implementation of integral yield calculation (e.g. taking into account the incomes received from loans to be provided, transfers, POS terminals, accounts etc.) of microbusiness clients
- Implementation of inquiries from loan registry in accordance with internal and regulatory legal acts

### REQUIRED QUALIFICATIONS

- Higher education
- At least a 2-year experience in the banking system
- Knowledge of computer
- Knowledge of languages
- Communication skills
- Cross-sales skills
- Overall sophistication
- Organizational skills
- Ability to quickly and effectively solve problems
- Ability to effectively work in a team
- Punctuality and sense of responsibility
- Knowledge and application of norms of business ethics

### ADDITIONAL INFORMATION

After successful completion of the probation period, the Bank offers its employees a wide range of privileges, particularly, a comprehensive medical insurance package, a comprehensive bonus plan, a corporate package for sports club services, banking services on preferential terms, etc.

## **APPLICATION PROCEDURES**

All interested candidates who meet the requirements above and are confident that their background and experience qualifies them for this position, should send filled in application form attached to this announcement to: [hr@idbank.am](mailto:hr@idbank.am) mentioning the position applying for in the subject line of the e-mail. Only short-listed candidates will be contacted.

## **ABOUT COMPANY**

"ID Bank" CJSC was founded in 1990 as "Anelik Bank" Limited Liability Company and was renamed to "ID Bank" CJSC since 04.06.2018. The Bank's mission is to be the first choice Bank for the customers as the best innovative Bank providing the customers with personalized unique digital solutions. To learn more about the Bank, please visit: <https://www.idbank.am/>