



BANQUE DE COMMERCE ET DE PLACEMENTS

Established in 1963 as a Swiss bank, BCP segments its activities into two well-established core businesses: Commodity Trade Finance and Wealth Management. These are reinforced by our expert Treasury services. BCP enjoys a solid reputation as a high-quality service provider in all of its banking fields. Founded under Swiss Banking Law and Regulations, BCP is supervised by FINMA, the Swiss financial markets supervisory authority. Headquartered in Geneva, BCP also operates branches in Luxembourg and Dubai. More information can be found at www.bcp-bank.com.

To strengthen our **Financial Institutions (FI)** department, we are currently looking for an

AREA MANAGER – FINANCIAL INSTITUTIONS

PURPOSE OF THE ROLE

- Manage and deepen existing banking relationships.
- Develop new relationships and explore opportunities in trade finance and treasury.
- Assess and analyse the credit worthiness and KYC/AML/CFT aspects of Financial Institutions (FIs).
- Submit credit requests to the competent internal credit authority and manage the credit process for establishment of different types of FI and country lines.
- Negotiate terms and conditions and bank-to-bank contracts.
- Respond to enquiries in the credit and KYC assessments performed by the bank's counterparties.
- Closely monitor country and FI risks (ratings, macro-economic data, political developments, AML/CFT etc.) of the countries assigned and perform timely periodic reviews.

REQUIREMENTS

- University degree in Business/Economics or related fields.
- 5 years of proven experience in a similar position within a financial institution.
- Strong knowledge of Correspondent Banking.
- Very good understanding of the trade finance and treasury products and familiarity with banking products in general.
- Strong knowledge of bank-to-bank documentation (ISDA, LMA, BAFT etc.).
- Strong knowledge of AML/CFT and KYC (certification preferred).
- Experience in financial and credit / risk analysis.
- Computer literate with excellent command of MS Office applications.
- Fluency in English, both written and spoken, German preferred, additional language skills being a definitive plus.
- Ability to build trusting commercial relationships.
- Multi-cultural, ability to adapt to different cultures, working/educational experience in different countries and different environments an asset.
- Understanding of major political and economic developments.
- Strong communication and negotiation skills.

OTHER

- Location: Geneva
- Starting date: Immediate
- Activity rate: 100%

Please send your complete application file (**cover letter, CV, work certificates and diplomas**).

Please kindly note that with no answer from us within 3 weeks, you can consider that your candidacy was not selected for this position.

Thank you for your understanding.