

COMMODITY TRADE FINANCE – RELATIONSHIP MANAGER

Location : Geneva
Start date : Immediate
Activity rate : 100%



About the role

As one of the leading Swiss banking specialist in Commodity Trade Finance, we offer more than just a job. Join us and embody our core values of entrepreneurship, agility, innovation, respect, diversity, integrity, sustainability.

The role of the Relationship Manager is to manage and develop an assigned portfolio of customers operating in trade finance activities, within the frame of the strategy set up by the Management and under the directions given by the Group Head. The responsibility covers all types of commodities.



Key responsibilities

- Manage and follow-up a portfolio of clients operating in CTF activities.
- Work on identifying and securing new business opportunities and increasing the bank's portfolio.
- Review the credit lines and prepare the Credit Approval Forms (CAFs) for submission to the Credit Committee.
- Assess new credit requests and present them to the Group Head.
- Regularly follow-up the clients' financial positions, their general profitability, the collaterals or any other credit risk issues as part of the first line of defence responsibility.
- Structure and follow up the transactions with other departments (Financial Institutions, Documentary Credits, Money Transfers.)
- Conduct on the ground visits and due diligences
- Work closely with other departments for a cross-sell strategy and create synergies.



Your profile

- University degree in Economics or qualification considered equivalent.
- About 7 to 10 years of experience in 'Commodity Trade Finance Sector' with a seniority of minimum 5 years as 'Relationship Manager' in a Commodity Trade Finance Department in a bank.
- Strong technical and market knowledge in Commodity Trade Finance activities, good knowledge of soft commodities would be an asset.
- Good knowledge of banking products in general.
- Risks structuring approach.
- Excellent communication, marketing and selling skills.
- Good analytical and social skills.
- Good organization and administrative skills.
- Ability to adapt to different cultures and free for travel.
- Dynamic, self-motivated, result oriented.
- Team player – good cooperation/interpersonal skills.
- Fluency in oral and written English; other language being an asset.
- Computer literate with excellent command of MS Office applications.



What we offer

- A dynamic and multicultural work environment.
- An inclusive culture where empowerment and creativity are encouraged.
- A competitive compensation package.

Application process

Please submit your complete application file via [LinkedIn](#) or Jobup, including your **cover letter, resume, work certificates, and diplomas**.

Response timeframe

Please consider that your application was not selected for this position if you do not receive a response from us within **three weeks**. We appreciate your understanding.

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