PERSPEKTIV IS HIRING A CUSTOMER SERVICE MANAGER FOR VOLUNTEER FOR INTERNATIONAL EXPERIENCE 24 MONTHS.

Date: 02/11/2017

Job reference: Perspektiv2017-24248-21678809

Type of contract: Volunteer for International Experience

Localisation: Munich 80939, DE

Contract duration: 24 months

Level of studies: Master's Degree

Company description:
Perspektiv est un cabinet de conseil en recrutement dédié aux entreprises françaises ayant des activités dans les pays germanophones.

Job description:
CACEIS is the asset servicing banking group of Crédit Agricole dedicated to institutional and corporate clients

Company: CACEIS Investor Services, CACEIS Bank Germany Branch
Reference of the job offer: Perspektiv2016-18289
Type/Category: Sales / Customer Service
Location: Munich, Allemagne
Contract type: VIE Programme
Fixed-term contract: 24 months
Management Position: No

JOB DESCRIPTION

The Business Development service in Caceis Bank S.A., Germany Branch is divided into two teams: Business Development team for funds (4 persons) and a Business Development team for banks and broker-dealers (2 persons).

The VIE will be part of the Business development team for banks and broker-dealers and will be responsible for the following tasks:

* Business development:
o Visiting and/or calling prospects
o Seeking the prospects financial analysis and writing a brief presentation about them

* Market Intelligence:
o Monitoring our activity, our market, our clients and prospects; and our competitors by reading international journals.

* Risk Compliance Committee
o Contacting the client to get all the required documentation,
o Analyzing financial figures and pre-check compliance
o Writing the New Client Questionnaire and the Power Point presentation,

* Customers relationship management:
o Updating the reporting activity in Mercury (CRM Caceis system),
o Reporting meetings with clients (call or physical meetings)
o Presenting clients’ needs and offers.

* Designing the strategy presentation for business development and executive management.
Contacts with other CACEIS entities:
* Being in contact with our French central services in Paris and Luxembourg.
* Supporting the business development of other CACEIS entities.

This list is non-exhaustive and can be adapted regarding your interest.

**Required profile:**

**PROFILE**

- Minimal education level: Postgraduate degree - MA/MSc/PhD/Doctorate or equivalent
- Academic qualification: Business School, University.
  o Specialization: Banking, Securities services.
- Level of minimal experience: 0 - 2 years
- Required skills: Hard skills
  o Standard knowledge about banking and securities services.
- Required skills: Soft skills
  o Customer oriented;
  o Good communication skills;
  o Ability to work on different topics in parallel;
  o Analyse skills for current processes and possible future processes.
- Technical skills required: Pack Office
- Languages:
  o French: fluent
  o German: intermediate

**FURTHER INFORMATION**

- Contract: V.I.E. (Volontariat International en Entreprise)
The VIE contract in short: According Business France's eligibility conditions, the Volontariat International en Entreprise (VIE) is an assignment in a French company operating overseas for professionals between the age of 18 and 28 who are European Union nationals

=> Should you be interested in this position, please send your full application details using this link: https://www.groupecreditagricole.jobs/Les-offres-du-groupe-credit-agricole-S.A?offerId=18289

Important: Please mention the reference «Perspektiv2017-24248»

**To apply:** offre21678809.6591@perspektiv.contactrh.com