

VACANCY ANNOUNCEMENT

**Intesa Sanpaolo Bank Albania is looking to hire:
Standard Mass Relationship Manager
Tirana Branches**

Main responsibilities:

- To carry out all activities related to management and development of retail customers in order to reach, through appropriate service levels, commercial, incomes and risk objectives within the framework of the Bank general policies.
- Establishment, maintenance and improvement of business relations of individual customers segment as per portfolio assigned in order to ensure a high-quality level of service and relations in terms of professionalism and flexibility, conducting a dynamic selling activity through sale supporting instruments made available by the respective structures in Head Office
- To insure high quality customer service towards bank customers in terms of accuracy, rapidity, confidentiality and courtesy.
- To ensure the achievement of commercial, incomes and risk objectives
- To commercially develop existing retail Bank customers enhancing products cross-selling,
- To manage retail customers who are targeted in dedicated campaigns, by offering dedicated products and services;

Requirements/skills:

- At least 1 (one) years of working experience in Sales (preferably in Banking system)
- Proven sales skills
- Very good communication
- Ability to deal effectively with customers and to work independently as well as in a team.
- University Degree
- Fluent in English
- Preferably Italian language knowledge

The applicants should submit:

- A detailed Curriculum vitae

Applications should be submitted no later than **December 15, 2022** to the following email address: hr@intesasanpaolobank.al