



## **(Junior) Client Coverage Banker (m/f/d) Mobility, Logistics & Transition**

**For our branch in Frankfurt am Main**

ABN AMRO is a leading international bank with a primary focus on Northwestern Europe, total assets of around € 400 billion, presence in 13 countries and with 20.000 employees. More than 700 employees in Germany offer financial services to corporate, private and institutional clients in our office in Frankfurt am Main and other branches throughout Germany. The ABN AMRO Corporate Coverage Team Germany is expanding its presence and coverage of mid- and large cap clients in Germany, Austria and Switzerland. We offer you a challenging and international environment, where you can grow as a professional. You will work with colleagues with passion for the job and who have a high standard for performance. You will be offered an excellent opportunity to develop yourself!

### **Your job**

- ▶ Acquisition of mid and large corporate clients with a turnover of EUR 500m+ in close conjunction and cooperation with our Senior Bankers
- ▶ Active origination of business leads with new and existing clients by providing the appropriate products and services with the aim to build a long-term, trustful client relationships
- ▶ Aim to taking responsibility of a client portfolio over time focusing on realizing the agreed financial and commercial objectives of the bank and increased client satisfaction
- ▶ Coordination and management of international client services teams for providing Corporate Banking and Advisory services
- ▶ Cooperation with and support of the Private Banking franchise
- ▶ Awareness of rules and regulations and strong ability to act within the regulatory framework in any in- and external setting

- ▶ Be informed about developments in the relevant industry sector
- ▶ Establish and maintain a strong network to product partners and internal stakeholders

### **Your profile**

- ▶ Academic level with 2 to 5 years of relevant work experience with a proven track record in Investment Banking and / or Corporate Banking
- ▶ Highly entrepreneurial mind set with a high degree of self-motivation and the ability to deliver high quality results on time
- ▶ Good industry knowledge and preferably existing network in Mobility, Logistics, Transition and / or Industrial Manufacturing
- ▶ Ability to entertain a strategic, funding driven dialogue with clients and prospects at Treasury and Finance Manager level
- ▶ Team player, acting mindful and collaborative within and across teams and communicate effectively

- ▶ Promote ABN AMRO's vision and strategy, especially within Corporate Banking, the operating concepts, business processes, organization, products and services
- ▶ Native or fluent in German, fluent in English, written and spoken

### **We are offering**

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ABN AMRO is driven by its purpose 'banking for better, for generations to come. At ABN AMRO, we use our knowledge, expertise and network to help our clients within and outside the Netherlands achieve their goals based on responsible decisions. Our clients' interests always come first. We want clients to understand our products, and we sometimes say 'no' if a product involves a risk that is too high for the client. Putting clients' interests first also means communicating in plain language and crafting smart solutions that genuinely make a difference. That is our goal.

### **Interested?**

If you believe you are the right person for this role, please send your CV to:

#### **ABN AMRO Bank N.V. Frankfurt Branch**

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