



Intermediate FI Sales (m/f/d)

Location: 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. Become part of the ABN AMRO team!

Your tasks

- ▶ Establish, maintain and grow franchise relationships with financial institution clients in the DACH region with a priority focus of cash rates products
- ▶ Demonstrates in depth market knowledge and offer client focused sales approach
- ▶ Maintain strong relationships with clients and potential clients
- ▶ Daily interaction with Trading, Sales & DCM
- ▶ Primary and secondary coverage with the purpose of building market share and revenue base
- ▶ Review and report daily relevant client intelligence
- ▶ Participate in product development and infrastructure enhancement projects

Your Profile

- ▶ In depth knowledge of fixed income with focus on rates products across client segments and securitization formats
- ▶ At least five to ten years in a similar role
- ▶ Communication skills with strong track record in building relationships with trading & sales teams
- ▶ Client focus, commercial drive, persuasiveness, networking skills, adaptability and learning ability, risk awareness, strong teamwork focus

- ▶ Be committed to and act in accordance with our Corporate Values
- ▶ Creativity to think laterally and offer alternatives to traditional methods and approaches
- ▶ Very good English and German language skills (written and spoken)

We are offering

We offer you a challenging and international environment. 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.

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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