

alphatrust

Relationship Manager

Job brief:

We are now seeking to recruit a Relationship Manager who can make a significant contribution to our private clients retail and wealth management division.

The Role:

- Developing and servicing a customer base of high net worth individuals
- Create and enforce plans that will help meet the needs of customers
- Build long-term relationships with clients and customers
- Work quickly to address and resolve customer issues
- Notify the sales team of new sales opportunities
- Become familiar with the competition to stay ahead of them
- Encourage high-sales and good customer service practices
- Help promote and maintain a positive company image

Requirements:

- Bachelor's degree with excellent academic record
- Class "B" Certificate by the Hellenic Capital Markets Commission or by the Bank of Greece
- Good knowledge of investment products and computer skills (MS Office)
- A professional in wealth management services with a minimum of 5 years' experience in the field
- Intuitive to customers needs
- Strong communication and interpersonal skills and the ability to build and maintain relationships
- Must understand customer relationship management (CRM)
- Strategic thinker and ability to analyze and solve problems quickly
- Be an effective team player
- Attentive to detail and organized
- Must be self-motivated, flexible and able to manage several jobs at one time

To apply, please send a full CV quoting reference Relationship Manager to: hr@alphatrust.gr