

DenizBank AG is part of the DenizBank Financial Services Group and the Emirates NBD as one globally successful group of companies. As an Austrian universal bank with branches in Austria and Germany, DenizBank AG addresses its customers with innovative and tailor-made products and has thus established itself as a strong financial partner for its customers.

For the further expansion of the business success we are looking for personalities, who rethink banking and continuously raise it to a new level.

We offer the following position at the earliest possible start:

## **Trade Finance & ECA Expert (m/f/d)**

Location: Headquarters in Vienna | Employment type: full-time

### Your tasks:

- Promote, manage, develop and sell Trade Finance, ECA (Export Credit Agency) services and products to corporates as well as Financial Institutions with a special focus on Austrian and German markets
- Close Cooperation with ECA's such as OeKB, Euler Hermes, Credendo
- Ensure the successful completion of the Trade Finance transactions with relevant departments in line with internal and external requirements (e.g. sanctions and compliance)
- Self-responsible for the day-to-day execution of transactions and for the life cycle of each transaction, related correspondence and other activities in accordance with the working procedures
- Keep close coordination with relevant internal business lines (i.e. Financial Institutions, Corporate, Operations, Risk Management) and other departments
- Responsibility for Trade Finance transactions of existing customers and acquisition of new businesses
- Keep your business network active
- Report directly to the Group Head, Financial Institution & Trade Finance

### Personal and professional competencies:

- University degree (Business Administration, Economics, Mathematics, Statistics or similar subjects)
- Min. 3 years of experience in
  - Export Credit Agency Products
  - Trade Finance & Documentary Credits (LC/LGs) products
  - Corporate finance and corporate balance sheet
  - Credit risk to present & negotiate the business cases with underwriters
  - Sales in Corporate Segment
  - Loan documentation
- Enthusiasm / ability to work directly with corporates / FI's / ECA's
- Keen to be involved in sales activities of Trade Finance Products
- Valid work permit in Austria
- Fluency in English and German; Turkish (preferable)
- Very good analytical and problem-solving skills
- Eager to learn & self-motivated to go for „the extra mile“

### What you can expect from us:

- Insights into the structure and processes of the banking business and the opportunity to actively improve them



- Varying tasks in a motivated team
- Nice benefits: canteen/lunch vouchers, voluntary pension fund, employee events
- Ongoing career and development opportunities in a growth-oriented company

**Minimum gross wage in accordance with the collective agreement if the minimum requirements are met: EUR 3.110,77 /month** with willingness to overpay depending on professional experience and training.

All job advertisements are aimed at all genders in the interests of equal treatment. If you feel addressed by this job offer, we look forward to your application by e-mail to [jobs@denizbank.at](mailto:jobs@denizbank.at).

