

# **Bank of Communications Frankfurt Branch**

## **Recruitment 2018**

### **Introduction:**

The Bank of Communications, Frankfurt Branch, was founded in 2007. The parent company in China is one of the country's leading banks with over 68,000 employees. Over 2,600 branches are operated worldwide, incl. in Hong Kong, New York, Tokyo, Singapore, Seoul, Frankfurt a. M. and Macau. The bank is regarded as a bridgehead for trade between China and Europe and operates the following types of business in particular: National and international payment processing, Overseas trading (export/import), Lending, Deposit banking, Foreign exchange trading, Cash management, Money transfers.

At Bank of Communications Frankfurt we are looking for a relationship manager (or an Associate) position to join our Marketing Team. In taking this role you will work on Corporate Banking Products, Syndicated Loans and Schuldscheindarlehen transactions. Salary level commensurate with experience.

## **Position 1.**

**岗位性质：**IT 维护工程师（全职）

**主要任务：**

1. 系统管理与维护：熟悉的 Windows 操作系统、Windows 虚拟平台和华为存储系统管理、配置和维护。具有 IBM System I 平台管理经验值优先。
2. 网络管理与维护：小企业级别局域网系统的安全管控和故障排除，常见小企业级网络设备的部署和运行管理。
3. 应用开发与维护：熟悉 DB2、SQL 等常用数据库开发维护。

**岗位要求：**

1. 计算机、电子、通讯等相关专业毕业。
2. 在德国留学/工作 3 年以上，德语流利，英语熟练。
3. 具备较强的责任心、良好的沟通表达能力和团队协作精神。
4. 具有较强的 IT 实务操作能力或者优异的学习能力。
5. 有丰富 IT 实务操作经验者优先。

**入职时间：**2018 年 1 季度

**工作地点：**法兰克福

**我们将为您提供：**

1. 优异的市场化薪酬和培训机会。
2. 参与国际主流大型金融系统的建设和维护。

**联系方式：**请您将中英文或者中德文简历发送到邮箱：

**frankfurt\_branch@bankcomm.de**

## **Position 2.**

### **Marketing and Customer Management**

At Bank of Communications Frankfurt we are looking for a relationship manager (or an Associate) position to join our Marketing Team. In taking this role you will work on Corporate Banking Products, Syndicated Loans and Schuldscheindarlehen transactions. Salary level commensurate with experience.

#### **Job Description:**

- Management of the company's customers, market analysis, product promotion, timely respond to customer demand and achieve agreed revenue objectives.
- Develop and win new business, grow and deepen relationships, and coordinate engagement with the client in the network.
- Fully understand customers' business, identify opportunities to satisfy client needs, manage and avoid undue credit risks, and meet objectives.
- Prepare the Business Credit Application, renewal packages (monitoring reviews / adjusting credit lines) to a high quality and standard.

#### **Your Role:**

- You will be in charge of financial analysis and projections for the portfolio of deals and will conduct appropriate operational and risk follow-up activities.
- You will work in close collaboration with RMs, Compliance and Risk Department facilitating credit applications for specific transactions.
- You will manage agency related activities for any Agency functions in Syndicated Loans and Schuldschein transactions.
- You will process account opening for corporate clients, facilitate deposit business and other corporate banking products.

#### **Your profile:**

- You hold a degree in Business Administration (Bachelor and/ or Master)
- You have good general knowledge in financial analysis and banking products.
- You studied in Germany for 5 years or above.
- You are client focused and quality oriented.
- Strong sense of responsibility, favorable communication skills and team working spirit.
- You are fluent in German and English.

Please send your detailed Resume/CV *in German and Chinese or in English*

*and Chinese* by e-mail to Frankfurt\_branch@bankcomm.de