



BANQUE DE COMMERCE ET DE PLACEMENTS

*Established in 1963 as a Swiss bank, BCP segments its activities into two well-established core businesses: Commodity Trade Finance and Wealth Management. These are reinforced by our expert Treasury services. BCP enjoys a solid reputation as a high-quality service provider in all of its banking fields. Founded under Swiss Banking Law and Regulations, BCP is supervised by FINMA, the Swiss financial markets supervisory authority. Headquartered in Geneva, BCP also operates branches in Luxembourg and Dubai. More information can be found at [www.bcp-bank.com](http://www.bcp-bank.com).*

To strengthen our **Commodity Trade Finance (CTF)** department, we are currently looking for a

## **COMMODITY TRADE FINANCE – RELATIONSHIP MANAGER**

### **PURPOSE OF THE ROLE**

---

The role of the Relationship Manager is to maintain and develop an assigned portfolio of customers operating in trade finance activities, within the frame of the strategy set up by the Management and under the directions given by the Group Head. The responsibility covers all types of commodities and the main tasks consist in the following:

- Manage and follow-up a portfolio of clients operating in CTF activities.
- Work on identifying and securing new business opportunities and increasing the bank's portfolio.
- Review the credit lines and prepare the Credit Approval Forms (CAFs) for submission to the Credit Committee.
- Assess new credit requests and present them to the Group Head.
- Regularly follow-up the clients' financial positions, their general profitability, the collaterals or any other credit risk issues as part of the first line of defence responsibility.
- Structure and follow up the transactions with other departments (Financial Institutions, Documentary Credits, Money Transfers.)
- Follow up customer's relation/facilities with other Banks.
- Work closely with other departments for a cross-sell strategy.

### **REQUIREMENTS**

---

- University degree in Economics or qualification considered equivalent.
- About 7 to 10 years of experience in 'Commodity Trade Finance Sector' with a seniority of minimum 5 years as 'Relationship Manager' in a Commodity Trade Finance Department in a bank.
- Strong technical and market knowledge in Commodity Trade Finance activities, with focus on energy and/or metals.
- Good knowledge of banking products in general.
- Risks structuring approach.
- Excellent communication, marketing and selling skills.
- Good analytical and social skills.
- Good organization and administrative skills.
- Ability to adapt to different cultures and free for travel.
- Dynamic, self-motivated, result oriented.
- Team player – good cooperation/interpersonal skills.
- Fluency in English; other language being an asset.
- Computer literate with excellent command of MS Office applications.

### **OTHER**

---

- Location: Geneva
- Starting date: Immediate
- Activity rate: 100%

Please send your complete application file (**cover letter, CV, work certificates and diplomas**).  
*Please kindly note that with no answer from us within 3 weeks, you can consider that your candidacy was not selected for this position.*

*Thank you for your understanding.*