

Vacancy

KBC Bank NV Italia – Associate Relationship Manager

KBC Bank NV Italia (“KBC Italy”), a branch of KBC Bank NV (part of the KBC Group), is looking to hire an **Associate Relationship Manager** (M/F). The job offer is a full time contract (CCNL *settore del credito*).

The Role

The Associate Relationship Manager will support the Commercial team in actively managing existing Clients portfolio and in developing the Inbound/Outbound Commercial Banking business in Italy with main focus on SME and Mid-caps companies present in KBC’s Home markets. The role requires to support the team on the following to achieve business goals.

Business development support

- Support the monitoring and development of Prospect lists with the engagement of the Bank’s commercial network to identify revenue opportunities.
- Preparation of notes to articulate the business opportunities internally and in front of the Prospects.
- Ensure the Marketing materials are kept up to date.
- Participate in client calling activities and product selling to targets; register meeting minutes in the CRM systems.

Client administration and day-to-day business management activities

- Support the Commercial team in responding client requests and in managing product related activities up to completion and resolution of the task.
- Preparation of pre-contractual and contractual documents.
- Maintenance of files, reports, policies and procedures associated with the Commercial Banking business.

Credit support

- Input of financial figures in the Bank’s financial analysis systems
- Support in the preparation of credit applications, registration and upload in the Banks’ credit systems, and post-approval administrative tasks.

Customer Due Diligence / KYC / KYT¹

- Management of Customer Due Diligence for on-boarding of new clients and review of existing KYC files.
- Support in Transaction Monitoring regulatory requirements through appropriate investigations and analysis of relevant alerts and monthly reports.

Others

- Undertake any other appropriate tasks in support of the Commercial Banking.
- Build an effective network with operational teams to become a key contact for the escalation and resolution of client issues.
- Traveling abroad might be required.

The Associate Relationship Manager shall report to the Branch Manager and be in close cooperation with the Commercial team for the larger part of the job.

¹ Within and in accordance with internal guidelines.

Which type of person we are looking for?

The Associate Relationship Manager has:

- prior experience in banking industry: preferably at least 5 years and in a foreign bank branches' context in the same or similar role;
- strong analytical skills supported by strong pragmatism and common sense qualities;
- proficient use of the various Microsoft Office applications;
- good interpersonal and communication skills;
- a good team player mindset;
- the ability to clearly communicate in English, both written and oral – Dutch and/or French are a strong plus.

Go the extra mile: The branch and team is relatively small, so you'll experience a rather entrepreneurial environment where pragmatism is often key. This introduces a lot of learning opportunities, challenges and variety in the job, something that gives you energy and you are eager to take on. Your creativity will be rewarded as usually the solution lies somewhere you didn't think of in the first place. You experience the liberty in how to address issues as a major advantage. You want to succeed, grow, be challenged and challenge others.

Immediate availability is a strong plus.

Who are we?

KBC Italy is a foreign branch of KBC Bank NV which at its turn is part of KBC Group. KBC Group is an integrated bank-insurance group, catering mainly for retail, private banking, SME and mid-cap corporate clients. Geographically, KBC Group focusses on 5 core markets (Belgium, Bulgaria, the Czech Republic, Hungary, and Slovakia). Next to that KBC is present in 9 other countries, amongst which Italy, where the prime focus consists in supporting corporate client from the core markets.

What can you expect?

- You'll become part of the dynamic & strong team of KBC Italy which is accelerating its commercial activities. Although we're embedded in large international bank insurance group, the local empowerment & ownership is very important. As the KBC Italy Branch has been set up in 2017, we're still developing the organisation which brings along benefits and challenges. Expect therefore a rather entrepreneurial environment. We do look for people who are versatile and are able to assume different roles & apply different skills. At the other hand, this makes it a very dynamic environment to work in and the diversity of the role will enable you to both grow on the personal side while contributing to the growth of the branch. You'll work in a stimulating environment for those who want to be challenged intellectually and get opportunities for further development.
- You will arrive in an international context which will allow you to broaden your focus and gain experience on new geographical areas.
- You will work in the centre of Milano in a very nice area at walking distance from the Castello Sforzesco & the Duomo.
- As proven during the recent Covid period, the bank recognizes smart working as a modern/effective and flexible way of doing work.

- A nice team of professional colleagues who will be there to support you along the road.
- Extensive training offer will be offered (both internal & external, both content & skill wise).
- The common benefits of the CCNL Credito will be granted such as electronic lunch vouchers, health insurance and pension fund.

KBC group passport

Our area of operation

We are an integrated bank-insurance group, catering mainly for retail, private banking, SME and mid-cap clients. Our core markets are Belgium, the Czech Republic, Slovakia, Hungary and Bulgaria. We are present to a limited extent in several other countries.

Our goal and ambition

Through our activities, we want to help our clients to both realise and protect their dreams and projects.

It is our ambition to be the reference for bank-insurance in all our core markets.

Our clients, staff and network as at 31-12-2022

Clients	13 million
Staff	42 000
Bank branches	1 215
Insurance network	298 agencies in Belgium, various distribution channels in Central and Eastern Europe

Our ratings as at 16-03-2023

Long-term debt ratings	Fitch	Moody's	Standard & Poor's
KBC Bank NV	A+	A2	A+
KBC Insurance NV	-	-	A
KBC Group NV	A	Baa1	A-

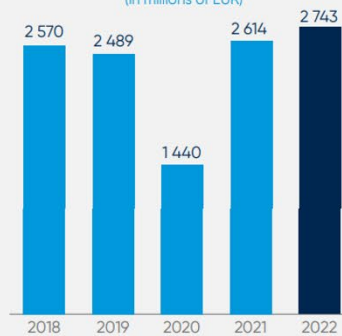
Sustainability ratings	Sustainalytics CDP	S&P Global	MSCI	ISS ESG	FTSE 4good
KBC Group	A	12.5	75/100	AAA	C+ prime 4.3/5

KBC group in 2022

Digital strategy: further development of Kate, our digital assistant	2,7 billion EUR in net profit	Sale of activities in Ireland
Addressing challenging geopolitical and economic conditions	Further tightening of our climate-related targets	Reserve of 0.4 billion euros set aside to cover the direct and indirect consequences of the war in Ukraine
Issuance of first social bond	Acquisition of Bulgarian activities from Raiffeisen Bank International	Publication of KBC Group's first Climate Report

Net result

(in millions of EUR)



Breakdown of net result by business unit

(2022, in millions of EUR)

