




AFRIKA KOMMT! 2025-2027

An Initiative of German Industry for Future Leaders from Africa

Overall remarks: AK is a fellowship position i.e. Alongside making meaningful contributions, the primary focus is on your professional development and learning.

Profile Name: International & Corporate Banking Sales (2 positions)

Company: ID: AK14_ODDO_01	ODDO BHF AG / Financial Institution	
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Education:	Under-/Postgrad
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Professional Experience:	Minimum 5 years	
Maximum years' experience needed:	Graduate / work experience 1-4y	Other
	<input type="checkbox"/>	<input checked="" type="checkbox"/> Minimum 5 years

Additional Qualifications:	Experience in: Interpersonal skills: ability to develop connections and build her/his social networks Trade & Export Finance EDP skills; Microsoft Office mandatory, VBA, Java, Python or other coding/programming know how appreciated, digitalisation mindset Preferably bilingual English and French
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Country Focus:	<ul style="list-style-type: none"> • All nationalities possible / preferably focus North Africa
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Division / Location / Department:	Corporates & Markets / Frankfurt am Main / International & Corporate Banking Sales
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Planned Tasks & Activities:	You will be supporting our (Senior) Relationship Managers in the following areas: <ul style="list-style-type: none"> • Acquisition of new business from foreign (emerging markets) banks/companies and advising export-oriented corporate clients on export and trade finance products • Intensive and sustainable profit-oriented maintenance of existing customer relationships, in particular through up-selling in Export and Trade Finance, Payments & Account Services, FX • Customer potential analysis and selection of promising contacts with a focus on emerging markets banks/companies as well as export and trade finance, payments & account services, FX • Active participation in compliance risk analysis, in particular with regard to KYC • Representation of International Banking at internal and external client events
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Remarks:	By rotating through the key departments within International & Corporate Banking you will be able to either gain or improve your
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| | <ul style="list-style-type: none">• Economic analysis skills, in particular with regard to country risks (including transfer risk)• Competence for buyer credits including HERMES/ ECA cover• Credit competence within the framework of internal regulations and involvement in credit decisions (credit analysis, preparation of credit application incl. vote) |
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