




AFRIKA KOMMT! 2026-2028

An Initiative of German Industry for Future Leaders from Africa

Overall remarks: AFRIKA KOMMT! is a [fellowship position](#) in Germany in which, alongside making meaningful contributions, the primary focus is on your professional development and learning.

Fellowship Profile:

Fellow in International & Corporate Banking Sales Department (m/f/d)

Company: ID: AK15_ODDO_01_02	ODDO BHF SE / Financial Institution	
Education:	Under-/Postgrad in Banking and/or Finance Master's degree in Business Administration, Economics, Finance, Banking or related field	
Professional Experience:	Compulsory: 2 – 4 years, preferably in Trade & Export Finance Previous experience in banking, trade finance, corporate banking or financial institutions coverage Experience in client management or business development roles is appreciated	
Maximum years' experience needed:	Graduate / work experience 2 – 5y <input type="checkbox"/>	Or other: 2 - 4 years
Additional Qualifications	Compulsory: Solid understanding of trade finance instruments (LCs, SBLCs, guarantees) Strong analytical and financial modeling skills Good understanding of credit risk analysis Excellent interpersonal skills with the ability to manage relationships across cultures Strong influencing and communication skills Ability to work in a fast-paced, international environment EDP skills; Microsoft Office mandatory Fluency in English (speaking and writing) Desirable: Good command of French is an asset EDP skills; VBA, Java, Python or other coding/programming know how appreciated, digitalisation mindset	
Country Focus:	Côte d'Ivoire, Senegal, Cameroon, Ghana, Kenya, Tanzania, Angola, Nigeria, Mauritania, South Africa	
Division / Location / Department:	Corporates & Markets / Frankfurt am Main / International & Corporate Banking Sales	
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
<p>Remarks:</p>	<p>By shadowing colleagues in the key departments within International & Corporate Banking you will be able to either gain or improve your</p> <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)