

Turkey Jobs Expertini®

Coverage VP - M/W Permanent contract | Istanbul, Turkey

[Apply Now](#)

Company: Société Générale Assurances

Location: İstanbul

Category: other-general

Coverage VP - M/W

Permanent contract | Istanbul | Corporate & Investment banking

Coverage VP - M/W

Istanbul, Turkey

Permanent contract

Corporate & Investment banking

Responsibilities

Make the difference and join our team! We are looking for a Coverage VP.

Société Générale is one of the largest European financial services groups. Based on a diversified universal banking model, the Group combines financial solidity with a strategy of sustainable growth, and aims to be the reference for relationship banking, recognized on its markets, close to clients, chosen for the quality and commitment of its teams. More than 133,000 employees, based in 61 countries, accompany 30 million clients throughout the world on a daily basis.

SG Corporate and Investment Banking Türkiye is one of the foreign banks with the longest history in Türkiye. The bank started its operational activity in 1990 and soon became a leading partner for large corporate and financial institutions.

SG CIB Türkiye offers tailor-made financial solutions for its clients via its branch in Istanbul with a team of close to 50 professionals and leveraging on its international expertise in Investment Banking, Global Finance and Global Markets. Thanks to its longstanding involvement in the

financing of important development and infrastructure projects in the country, SG CIB Türkiye has built strong relations with the largest companies operating in the Turkish market. SG CIB plays a key intermediary role between issuers and investors, corporates and financial institutions, offering issuers a broad access to markets and offering investors smart solutions and access to investment opportunities.

Tasks and responsibilities:

Ensuring that the relationships with the clients in SG Istanbul portfolio at the highest caliber and depth and SG is aware of and pushes for all the potential business with the clients

Full monitoring of counterparty risks and concentration issues, contributing to the SG internal rating of the client, approving credit lines under his/her delegation and following up on exposures, thanks to his/her client knowledge

Having a good understanding of the strategy, the organization and the businesses of the client, as well as its competitive position on its sectors of activity

Contributing to the identification of commercial priorities to be established to develop the deal flow as well as the development of the marketing plan in agreement with the main business lines dealing with the client

Maintaining a close and trustworthy relationship with the client to anticipate needs and be informed as soon as possible about client's requests

Sharing client knowledge and professional contacts with the business lines and promotes the bank's image in terms of know-how and skill towards the client

Apart from insider information, using the CRM tool in order to share the information and keep the client relationship updated (contacts, Shared Goals, call reports, pitches)

Supervising, with other Coverage Istanbul team members, the proper completion of deals, either in the marketing phase or in the execution phase, the latter being under the responsibility of the business lines

Profile required

Studies & experience:

Higher education

Relevant professional experience in Sales, in the financial industry or a similar environment

Language skills:

Excellent command of English and Turkish (both written and oral)

Technical, operational & Soft skills:

Experience in the financial industry or a similar environment

Proficiency within MS Office tools

Proactivity and take initiative

Strong communication and negotiation skills

Good analytical skills

Curiosity and open for change,

Flexibility and ability to work in a fast paced, dynamic environment

Highly client orientated

Result-orientated way of working

Ability to work autonomously

Team spirit

Why join us

Société Générale Türkiye is a multi-category bank offering every employee the possibility to have several careers in a professional career path. Internal mobility and training are two core areas we focus on, in a dynamic, prosperous and evolving context.

What We Offer:

An international team

Exciting missions

A dynamic working environment

Development opportunities within the Société Générale Group

If you feel you have the required experience and qualifications, thrive on a challenge and want to become a part of a dedicated and driven team, then please apply with a CV, a cover letter and all relevant work certificates.

[Apply Now](#)

Cross References and Citations:

1. Coverage VP - M/WPermanent contractIstanbul, Turkey Financialjobs Jobs İstanbul Financialjobs ↗
2. Coverage VP - M/WPermanent contractIstanbul, Turkey Costaricajobs Jobs İstanbul Costaricajobs ↗
3. Coverage VP - M/WPermanent contractIstanbul, Turkey Kazakhstanjobs Jobs İstanbul Kazakhstanjobs ↗
4. Coverage VP - M/WPermanent contractIstanbul, Turkey HyderabadjobsJobs İstanbul Hyderabadjobs↗
5. Coverage VP - M/WPermanent contractIstanbul, Turkey Highestpayingjobs Jobs İstanbul Highestpayingjobs ↗
6. Coverage VP - M/WPermanent contractIstanbul, Turkey Softwareengineeringjobs Jobs İstanbul Softwareengineeringjobs ↗
7. Coverage VP - M/WPermanent contractIstanbul, Turkey PsychologistjobsJobs İstanbul Psychologistjobs↗
8. Coverage VP - M/WPermanent contractIstanbul, Turkey Jobssearch Jobs İstanbul Jobssearch ↗
9. Coverage VP - M/WPermanent contractIstanbul, Turkey Saopaulojobs Jobs İstanbul Saopaulojobs ↗
10. Coverage VP - M/WPermanent contractIstanbul, Turkey Gigajob Jobs İstanbul Gigajob ↗
11. Coverage VP - M/WPermanent contractIstanbul, Turkey Kashmirhub Jobs İstanbul Kashmirhub ↗
12. Coverage VP - M/WPermanent contractIstanbul, Turkey Searchcanadajobs Jobs

Istanbul Searchcanadajobs ↗

13. Coverage VP - M/WPermanent contractIstanbul, Turkey MelbournejobsJobs

Istanbul Melbournejobs ↗

14. Coverage VP - M/WPermanent contractIstanbul, Turkey Insurancejobs Jobs

Istanbul Insurancejobs ↗

15. Coverage VP - M/WPermanent contractIstanbul, Turkey Francejobs Jobs İstanbul

Francejobs ↗

16. Coverage VP - M/WPermanent contractIstanbul, Turkey Spainjobs Jobs İstanbul

Spainjobs ↗

17. Coverage VP - M/WPermanent contractIstanbul, Turkey Warehousejobsnearme

Jobs İstanbul Warehousejobsnearme ↗

18. Coverage VP - M/WPermanent contractIstanbul, Turkey Parisjobs Jobs İstanbul

Parisjobs ↗

19. Coverage vp - m/wpermanent contractistanbul, turkey Jobs İstanbul ↗

20. AMP Version of Coverage vp - m/wpermanent contractistanbul, turkey ↗

21. Coverage vp - m/wpermanent contractistanbul, turkey İstanbul Jobs ↗

22. Coverage vp - m/wpermanent contractistanbul, turkey Jobs İstanbul ↗

23. Coverage vp - m/wpermanent contractistanbul, turkey Job Search ↗

24. Coverage vp - m/wpermanent contractistanbul, turkey Search ↗

25. Coverage vp - m/wpermanent contractistanbul, turkey Find Jobs ↗

Source:<https://tr.expertini.com/jobs/job/coverage-vp-m-wpermanent-contractistanbul-turke-istanbul-societe-generale-ass-3213c91fc0/>

Generated on: 2024-05-04 by Expertini.Com