



ProCredit. We are an international group of development-oriented commercial banks for small and medium enterprises (SMEs). We are active in Southeastern and Eastern Europe, South America and Germany. Our overarching goal is to combine a high developmental impact with economic success. This position is based in Frankfurt am Main at ProCredit Holding, the listed parent company of our banking group.

For our Group MSME department at ProCredit Holding in **Frankfurt am Main** we are seeking a motivated

Regional MSME Clients Specialist (m/f/d)

The Group MSME department in Frankfurt will lead the design, execution, and continuous enhancement of a group-wide MSME banking strategy. Collaborating closely with local banks, the team will focus on fostering sustainable growth and profitability. Key areas of responsibility include market analysis, best practice implementation, client acquisition and retention, product development, and process optimization, all aimed at strengthening our MSME banking capabilities across all markets.

Your role in our team:

- **Strategic Partnership:** Explore opportunities and synergies across the group to act as a strategic partner for clients with interests in Southeastern and Eastern Europe
- **Regional Coordination:** Coordinate strategic business efforts across the group, focusing on regional client activities, acquisition strategies, and operational efficiency
- **Client Support:** Assist regional, German, and international companies in sustainable development and growth in Southeastern and Eastern Europe
- **Business Development:** Define the group's approach to cross-regional client acquisition and relationship management
- **Relationship Building:** Support PCB subsidiaries in developing and maintaining strong, long-term relationships with SME clients
- **Market Analysis:** Monitor market conditions and analyze business opportunities to enhance the group's strategy
- **Networking:** Establish and maintain relationships with trade and business partners, including chambers of commerce and partner financial institutions

What we expect:

- A university degree in business administration or a similar subject
- At least 5 years of work experience in MSME banking with a focus on client relationship management and market development
- Experience working with SMEs in Southeastern and Eastern Europe
- Strong analytical and critical thinking skills. Specifically, a strong command of excel to analyze data
- A high degree of social competence and excellent communication skills
- Ability to learn fast and assimilate new concepts
- Willingness to occasionally travel to Southeastern Europe and Eastern Europe
- A proactive, thorough, and independent way of working
- An excellent command of English in speaking and writing

What you can expect

- A pleasant and open working atmosphere and an international team
- Flat hierarchies and short decision paths
- Interesting and challenging tasks and cross-team project work
- Great location in the Bockenheim district of Frankfurt am Main
- Company pension scheme
- Deutschland Ticket (country-wide transportation pass valid on regional trams, busses and trains)
- EGYM Wellpass (membership valid at a number of gyms throughout Germany as well as for online fitness courses)
- JobRad (pick a bike and pay a monthly rental fee to the company with the option to buy after three years)

Have we caught your interest?

We look forward to receiving your application documents, including a motivation letter, salary expectation and desired starting date, by e-mail:

jobs-MSME@procredit-group.com

To learn more about the ProCredit group, please visit ProCredit Holding's website at:

www.procredit-holding.com

