



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

Head of Group MSME (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:

- **Strategy Development:** Develop and lead the implementation of the MSME segment strategy, ensuring alignment with group objectives
- **Business Growth:** Drive sustainable growth and customer acquisition through the development of tailored MSME customer solutions
- **Ecosystem Banking:** Champion the ecosystem banking strategy, working closely with institutional and retail Banking to maximize revenue opportunities
- **Portfolio Management:** Oversee MSME lending operations, ensuring high-quality portfolio management and compliance with regulatory standards
- **Training and Development:** Strengthen MSME departments across the group by developing training programs for relationship managers and credit managers
- **Market Analysis:** Continuously analyze the competitive landscape to refine MSME offerings and optimize profitability
- **Partnerships:** Lead strategic MSME partnerships and collaborations, representing the segment in external forums and stakeholder meetings

What we expect:

- A university degree in business administration, finance, or a related field
- At least 10 years of experience in MSME banking, with a focus on strategy development and execution
- Proven track record in leading large teams and managing complex projects
- Strong analytical and critical thinking skills, with expertise in data-driven decision-making
- Excellent leadership, communication, and interpersonal skills
- Ability to navigate across cultures and work effectively in an international environment.
- Willingness to travel frequently to Southeastern and Eastern Europe
- Fluency in English, both written and spoken

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

