



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

Team Leader MSME Lending Facilities and Operations (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 Direction:** Provide strategic and operational direction for MSME lending operations across the group, with a focus on commercial performance
- **Business Strategy Execution:** Oversee the execution of the MSME business strategy, ensuring achievement of KPI and business objectives
- **Lending Process Optimization:** Innovate and standardize lending products and facilities, and optimize lending processes across the group
- **Performance Monitoring:** Monitor commercial business results in lending, ensuring alignment with group and local subsidiary business plans
- **Knowledge Sharing:** Create a group knowledge center to ensure best practice and knowledge sharing across the group
- **Communication and Training:** Maintain regular communication with local PCBs and design training programs to enhance operational efficiency
- **Digital Sales and Marketing:** Coordinate digital sales and marketing efforts with a strong focus on customer journeys and performance marketing
- **Sustainability Coordination:** Work with the sustainability team to ensure that MSME clients align with the group's sustainability goals

What we expect:

- A university degree in business administration, finance, or a related field
- At least 5 years of work experience in MSME lending or a related area, with exposure to strategy development and business performance management
- Strong analytical and critical thinking skills, with a focus on data-driven decision-making
- Proven ability to lead teams and manage cross-functional collaboration across marketing, sales, risk, IT, and other departments
- Excellent communication and interpersonal skills, with the ability to influence and engage stakeholders at all levels
- Experience in process optimization and a solid understanding of digital sales and marketing strategies
- Willingness to travel to PCB subsidiaries across Southeastern and Eastern Europe
- An excellent command of English in both 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



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