



LOOKING FOR MORE THAN A JOB?

JOIN US!



BUSINESS DEVELOPMENT & RELATIONSHIP OFFICER

The Business Development & Relationship Officer is part of the Card-as-a-Services (CaaS) business unit, which is responsible for external sales activities, implementation of new partner programmes, relationship management, expansion of the business with existing partners and general development of Advanzia's servicing solution.

As part of the CaaS business unit, you will be responsible for the development, identification, and creation of partnerships across a range of industry segments. This opportunity is a full-time CDI contract.

ABOUT THE JOB | What will you do?

As a Business Development & Relationship Officer, you will be responsible for the following activities

- Manage the entire sales process and contribute to creation and execution of sales strategy
- Manage relationships with existing partners and build action plan to strengthen and grow relationships
- Analyse progress and KPIs with the clients on regular basis
- Identify and generate new business opportunities, enhance product offerings and propose new marketing measures
- Lead the implementation of new card programmes
- Monitor overall service quality and drive improvement initiatives

ABOUT YOU | What's your background?

- University degree in Business Administration, or relevant professional experience
- Professional experience in Business development or Sales account management
- Knowledge of financial services, ideally in the payment industry
- Relationship management experience, ideally with financial institutions or larger business
- Hands-on client implementation and/or project management experience
- Willingness and ability to travel

WORKING FOR ADVANZIA

THE UNCONVENTIONAL BANK

WHAT WE EXPECT | What are your skills?

- Excellent communication and presentation skills, as well as a natural ability to engage in sales negotiations
- Strong interpersonal skills, ability to interact with different types of individuals and hierarchy levels
- Self-starter, goal-oriented individual, keen on taking part in new sales activities
- Ability to work autonomously and take initiative with minimal supervision
- Teamwork skills and the ability to communicate with, guide and motivate all involved stakeholders
- A precise and accurate working style with an eye for detail
- Fluency in English and French is mandatory; additional language knowledge is advantageous

WHAT WE OFFER | What advantages will you have?

- Competitive compensation package
- Attractive benefits as part of the banking collective agreement
- Wide range of additional advantages such as language courses contribution, health initiatives, employee travel insurance, preferential conditions for Advanzia products, etc.
- Training and development initiatives
- Dynamic and international environment
#TeamAdvanzia
- Participation in various Corporate Social Responsibility (CSR) projects as part of the bank's [Advanzia Plus](#) initiative

Where you will be working

Located in bright and modern offices in Munsbach at 15 minutes from Luxembourg City, Advanzia currently employs around 200 staff from all over the world. We offer a pleasant and collaborative working atmosphere in a truly multicultural environment.

Looking for a new professional challenge in a fast-growing company?

Apply today and send your CV and motivational letter in English to jobs@advanzia.com

Click [here](#) to find out more about your career opportunities at Advanzia Bank.

