



**LOOKING FOR MORE THAN A JOB?**  
**JOIN US!**



## **SALES & RELATIONSHIP MANAGER (M/F/D)**

The Sales & Relationship Manager 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 Sales & Relationship Manager, you will be responsible for the following activities:

- Effectively manage all steps of the sales process
- Act as the day-to-day relationship manager for existing card programme partners
- Take the lead in the internal coordination of the implementation of new card programmes
- Identify and generate new business opportunities, enhance product offerings, and propose new marketing measures

### **ABOUT YOU** | What's your background?

- University degree in Business Administration or similar
- Previous professional experience in a comparable function
- Knowledge of financial services, ideally in the payment industry
- Business development and sales capabilities
- 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

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### **WHAT WE EXPECT** | What are your skills?

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- 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 German is mandatory; additional language knowledge is advantageous

### **WHAT WE OFFER** | What advantages will you have?

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- 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 more than 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](mailto:jobs@advanzia.com)

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

