

Alpha Talent Acceleration Program - Retail Banking

(Attica, Crete, Ionian and Aegean Islands, Preveza, Argolida, Achaia, Kozani, Grevena, Thesprotia, Magnesia, Serres, Trikala)

At Alpha Bank, we are shaping the future of banking in Greece.

Through our large-scale Transformation Program, we are changing the way we operate, the way we deliver results and the way we service our Customers.

- We understand our Customers' needs and design experiences around them.
- We work in partnership and invite diversity of skills and perspectives.
- We are forward-thinking and drive continuous improvement.
- We make things happen; we execute quickly and focus on what is essential.

If you are a **change enthusiast** who sets **ambitious goals** and works with a **sense of purpose**, we want to get to know you!

Join our Branch Network team and #be_part_of_tomorrow #AlphaBank
#TheAlphaBlueprint #Tomorrow

As a new joiner, you will be placed in Alpha Bank's Branch Network to identify Customers' needs, to support the promotion of the Bank's products and services to existing and new Customers, to offer exceptional customer experience and to turn Customers into active promoters of the Bank.

What you will be doing

- Understand different customer profiles and demonstrate the ability to match appropriate products and services to their needs in the most efficient way.
- Deliver high standards of service in the management of existing and new Customers.
- Develop a clear view on potential customer opportunities and on the competition in the area.
- Communicate confidently the benefits of the products and services offered by Alpha Bank.
- Monitor results and provide relevant feedback to the respective Branch Manager/Sales Supervisor.

What you need to have

- A Bachelor's and/or a postgraduate degree in Economics, Finance, Mathematics, Business Administration or in any other related field.
- Previous work experience in Customer Service/Sales roles will be considered an asset.
- Up-to-date knowledge and understanding of the latest business trends and products.
- Strong collaboration skills in your daily interactions with both Customers and Alpha Bank Employees.
- A passion for the Customer, offering excellent customer experience at all times.
- Self-motivation, methodical approach and results-oriented perspective.
- Excellent oral and written communication skills both in the Greek and in the English language.
- Proficient use of MS Office.

What we offer

It's all about our people. At Alpha Bank, you will enjoy:

- An opportunity to join the most robust financial institution in Greece with a leading role in the Greek economy and a strong presence in the community.
- A friendly and collaborative work environment that supports taking initiative and action.
- A culture that centers around learning and continuous development and encourages everyone to bring their best self to work.
- The opportunity to challenge your thinking through your participation in complex tasks and transformation projects.
- A competitive salary and benefits.
- An annual bonus scheme based on performance.

Application Process

If you are a good match for the role, we will let you know as soon as possible!

You will then have the opportunity to demonstrate your unique skills and showcase your personality during a half-day assessment, which comprises a face-to-face / virtual interview and the preparation of a business case.

All applications will be acknowledged and treated in utmost confidence.

Apply now via LinkedIn : <https://www.linkedin.com/jobs/view/3538011333>