

Specialist Business Development In UniCredit Factoring AD Bulgaria

UniCredit Factoring is the first and the biggest factoring company in Bulgaria.

As of end-2011 it has approx. 70% market share and is constantly ranked among the best factoring institutions in Central and Eastern Europe with respect to speed, growth and quality of service.

We are also among the most profitable and stable financial institutions in Bulgaria – in 2011 we are proud to deliver to our shareholders yet another return on their equity of 221% and an internal rate of return on their investment of 78%, despite the crisis and our ongoing explosive growth, we are the only crediting institution in the country with no bad debts for the whole period of its existence.

You will be expected to be able to:

- Support our sales force in its daily workflow travel extensively, including on your own
- Prepare and maintain business-related documentation
- Perform financial analyses of financial statements and produce credit proposals.
- Perform, coordinate and follow up all the tasks and interactions needed for the clients' business with the Company
- Initiate, develop and maintain relations with clients and counterparties, providing high quality of service and professional attitude.

Your profile:

- Good listener, able to understand and respond accordingly to your counterparties
- Dynamic, self-motivated and result-oriented team-player
- Sound financial literacy
- At least 1 year of sales and/or customer service experience in a financial institution
- Proficiency with MS Excel and PowerPoint
- Active driver
- Fluent English
- Relevant university degree.

Working place: Bulgaria, Sofia

Ref.N: UCF_SBD/0911

Structure: UniCredit Factoring AD

All the information you provide is confidential and treated in accordance to the law prescription. The bank is obliged to use it only for the purposes of the recruitment process.

Send your CV to e-mail: jobs@unicreditgroup.bg

