



BUSINESS LINE COMPANY ACCOUNT REPRESENTATIVE

DUTIES

■ The company account representative manages and develops a portfolio of companies doing business nationally and internationally and serves as their main contact and advisor. In this capacity, he/she monitors the development of commercial relations, either in a geographic region or a given business sector, and prospects for new clients.

■ He/she analyzes the business and financial situation of the respective companies and is responsible for the risk management and profitability of the relationship. He/she studies the needs of his/her clientele and suggests tailored solutions, such as specific customized transactions or transaction structuring.

He/she is responsible for negotiations and prepares the credit transaction files.

■ In this capacity, the account representative plays a pivotal role, as he/she contributes to the development of the company's efforts toward clients on behalf of the various business lines.