



**KentBank d.d.** a modern universal Bank, with focus on the clients' needs, offering to the clients 15 Branches all over Croatia, has a vacancy for:

**Regional Director – Region Northwestern Croatia (m/ž)  
Preferably based in Varaždin**

**JOB DESCRIPTION**

Providing excellent client experience in the region, recognizing and harmonizing business opportunities in order to meet the needs of retail clients as well as legal entities by inspiring and supporting colleagues in branches in order to accomplish the strategic and operational business goals of the region and the Bank.

**Your main tasks:**

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- To ensure a systematic management of the business activities within the Region (retail / legal entities);
- Management of the balance sheet and profitability of the Region;
- Development of regional strategies with the aim of achieving annual goals and KPIs in accordance with the Bank's strategy;
- Successful communication and implementation of strategy and business goals;
- Regular visits to branches in the region;
- Ensuring communication with the functions that develop and manage products and processes;
- Ensuring an organizational climate and culture in which the employees will be satisfied with the relationship and will take the responsibility for business solutions and decisions;
- Maintaining appropriate relationships with clients, with the aim of their satisfaction and fulfillment of needs in accordance with the settings of achieving a high level of client satisfaction with the Bank;
- Designing and shaping sustainable relations with the external public in the region;
- Making decisions on loans and proposing individual loan decisions in accordance with internal regulations;
- Adequate and cost-effective management of credit activities;
- Supervising the management of complaints as well as the success of the taken corrective measures within his/hers domain of responsibility;
- Ensuring the quality and completeness of collected information, data and specific observations about clients in accordance with regulatory requirements;

**Your profile:**

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- University degree (Economics/Technical studies or similar);
- Experience in sales of banking products and services (retail / legal entities);
- Experience in people management;
- Good knowledge of English (spoken and written);

- MS office, Word, Excel;
- Sales oriented, dynamic
- Excellent knowledge of market situation and business possibilities within the region;
- Driving license (B) – active driver;
- Skills: managerial skills (ability to communicate at all levels, ability to motivate, control, delegate, plan, coach and develop employees); leadership skills (ability to create and communicate vision as well as to create and implement strategy in a clear and understandable manner)

### **We are offering:**

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- Unlimited employment contract;
- Work in a professional and motivated team;
- Stimulative and dynamic environment;
- Possibility for personal development;

If you are interested in the announced job vacancy, send your CV no later than **27.11.2020.** to the e-mail address: **zaposlenje@kentbank.hr** with the job title in the subject of the mail. Only shortlisted candidates will be contacted. By submitting the application, you give your consent to the processing of your personal data for the purpose of conducting this selection procedure by KentBank d.d. More information about the data we collect and process during the selection process, the period of their retention and your rights can be found in the Privacy Statement for job applicants published on our website ([www.kentbank.hr](http://www.kentbank.hr)).