

SPECIALIST AGENTS

Invitation to become a member of
Euro Exim Bank's Specialist Agent Alliance..

Euro Exim Bank is a financial institution serving clients and businesses involved in cross-border transactions. We are equipped with a prestigious Class-A International Banking License from Financial Services Regulatory Authority of St. Lucia and a member of the Caribbean Association of Banks.

We are looking for professionals and established agencies to promote our trade finance instruments to international markets.

This is a pivotal role of our organisation, focused on originating sales combined with premium client service.



EURO EXIM BANK
Facilitating Global Trade

www.euroeximbank.com



About the Role

A Specialist Agent of Euro Exim Bank is expected to;

- ✓ Act on behalf of Euro Exim Bank and introduce us to international markets.
- ✓ Promote and sell Euro Exim Bank's trade finance instruments.
- ✓ Identify opportunities in respective markets and take initiative steps.
- ✓ Filter genuine clients and provide pre-screening.
- ✓ Identify presence of fraudulent operations, ID and other documents prior processing of sales and closings.
- ✓ Assist with making travel and other local arrangements.

About the Rewards

Our Specialist Agents introduce Euro Exim Bank to potential clients, create brand awareness and enhance our corporate image. They build effective partnerships and provide professional support for both Euro Exim Bank and clients. For the right individuals and/or companies, we offer stable agency partnerships and freedom to grow within a modernistic team culture, along with;

- ✓ Progressive levels of commission, bonus and other incentives.
- ✓ Work with a competent pool of Specialist Agents; worldwide.
- ✓ Opportunity to invest in joint ventures with us and develop business operations.
- ✓ Exposure to build network with established international associates in the industry.

About the Specialist Agent

It is about your self- confidence and ethics combined with your expertise as an initiator and an effective correspondent. You need to have;

- Information of the target markets and access to large and growing social networks.
- Abundant knowledge of local customs and culture of the country you operate.
- Ability to tap into prospective markets.
- Competence in English language.
- Availability to meet clients face to face.
- A highly detail-oriented mind.
- Good analytical and time management skills.
- Resilience and honesty.

Training & Support

We provide you;

- Comprehensive training to understand Euro Exim Bank's services, policies & system.
- Opportunities to attend global exhibitions and trade shows.
- Tailored communication strategies and tools.
- Financial support for marketing.
- Marketing material for promotions.

About the Services Portfolio

These are the services we offer.

- ✓ Instant Letters of Credit
- ✓ Corporate & Personal Bank Accounts
- ✓ Letters of Credit
- ✓ Stand-By Letters of Credit
- ✓ International Wire Transfers
- ✓ Bank Guarantees
- ✓ Pre-paid Master Cards
- ✓ SWIFT Relay Services
- ✓ Corporate Banking
- ✓ Trade Credit Lines

If you or your team meet this criteria, and affluent in building strong rapport with clients, then we cordially invite you to a great agency partnership with Euro Exim Bank!
Send your comprehensive proposal to; info@euroeximbank.com



www.euroeximbank.com

Corporate Etiquette for Euro Exim Bank's **SPECIALIST** **AGENTS**

We consider our Specialist Agents as the façade of Euro Exim Bank. You portray us and our corporate values.

While we believe that you understand the significance of your responsibility, the below list explains the best practices you need to follow when interacting with clients and representing Euro Exim Bank.

1. Positive First Impressions

Remember that first impressions count and go a long way. Always dress smartly when meeting clients.

2. Genuineness and professionalism

- Remember to extend welcomes & farewells
- Mind and practice of professional body language
- Know intercultural communication and gestures
- Use civil language and not technical jargons
- Follow good telephone etiquette
- Build a good rapport based on trust from the start

3. Skill and diligence

Learn all about Euro Exim Bank's products and services and our competition. Have a response ready for every possible scenario.

4. Regularly rehearse your pitch and presentation

Offer the client what they require and

refrain from pushing a product or a service that you prefer. In most cases where financial instruments are concerned, the client is aware of his/her requirement and the solution.

5. Prioritize your sales pipeline

6. Communicate

Do not make any cold calls or cold emails on behalf of Euro Exim Bank. This is a breach of General Data Protection Regulation (GDPR) that imposes fines and degradation. Listen well. Lack of communication from their agent can be a massive frustration to clients and can lead to losing clients. Stay in constant contact without causing any inconveniences.

When a meeting is concluded, send a summary of the discussion (in point form) with a note of thanks.

For any concerns or questions,
feel free to ask us.

Good Luck!

