

Efstathios Kotsovolos

Relationship Manager



Personal Information

96 Oropou Str, Galatsi
Athens, 11146
6944521970
Efstathios81979@yahoo.gr
Married with 3 children
23/05/1979

Education

Athens University of Economics and Business
Executive MBA
2014-2016

University of Piraeus
MSc in Applied Statistics
2003-2005

University of Macedonia
Bachelor's Degree in Economics
1999-2003

Summary

i.e: "Relationship Officer at the Recovery Business Unit (RBU) Department of ATTICA Bank, responsible for non-performing exposures of large corporate claims. Ambitious, confident and hard-working person with a proven track-record of successful sales of various banking products. Reliable, trustworthy, able to work on own initiative or as part of a team. A visionary, proactive, strategic thinker with excellent inter-personal and presentation skills, able to provide financial advice concerning the Business Loans and other banking products (Mortgages, Credit Cards, Insurance Products)."

Experience

07/04/2008 - Today
ATTICA BANK

Relationship Manager

Key Responsibilities:

i.e: SBL officer in the Business Center I of ATTICA Bank, with a budget of €2M and a portfolio of €6M. Responsible for attracting small businesses and professionals, who want to expand their business activities using debt. Important issues include the understanding of the client's needs and capabilities in order to create a plan that will help the fulfillment of the company's goals. Furthermore, responsibilities involve the analysis of the firm's financial statements.

03/12/2007 – 06/04/2008
Probank – Peristeri Branch
"Job Role"

Key Responsibilities:

- Job Task 1
- Job Task 2
- Job Task 3

01/06/2002 – 31/08/2002
Emporiki Bank – Internship
"Job Role"

Key Responsibilities:

- Job Task 1
- Job Task 2

Key Skills

Team Player
Communications Skills
Active Listening
Interpersonal Skills
Leadership
Management Skills
Problem-Solving
Time Management
Multi-Tasking

Seminars – Trainings – Conferences

1.

Languages

Greek: Native speaker

English: Very Fluent – TOEIC

(Test of English For International Communication – Score: 875)

Other Skills

European Computer Driving License Core (ECDL Core),
SPSS, S-Plus, Mathematica, Stat-Graphics

Interests

Basketball, Water Polo, Cinema, Music, Travelling

References

Available upon request