



BUSINESS DEVELOPMENT ADVISOR

CIC Representative Office in London

Reports to: Head of Representative Team

Location: London

Updated: August 2022

JOB DESCRIPTION/RESPONSIBILITIES

Reporting to the Head of Business Development, the aim of this role is to support business clients of CIC Group to expand his activity into the UK and Ireland, by assisting in the implementation of his strategy and initiating commercial leads within relevant market sectors.

- Undertaking market studies and research in order to reply satisfactorily to queries raised by CIC branches and their customers
- Taking responsibility for specific mandates involving in-depth market surveys, competitor analysis and selection and initial contact with suitable commercial partners
- Utilising market research to inform and to draw development strategy
- Organizing marketing and development activities in the UK on behalf of CIC Group for French client companies
- Provision of financial and commercial information on British corporates/systems/business practice
- Assisting with banking issues for existing customers and with opening bank accounts in the UK for CIC business clients.
- Meeting with French businesses clients of the Group in France to promote our services and offer advice on development strategy

TYPICAL PROFILE

Typically a graduate preferably in a marketing, business or communication-related field, with good analytical / research skills and a knowledge of the UK and Irish markets as well as business development skills.

ABOUT CIC AIDEXPORT

CIC AIDEXPORT assists clients with their international business development operations.

In London, CIC Aidexport is represented by our Representative Office team, which specialises in helping companies grow their business in the UK market and in CIC's home country France.

ABOUT CIC

Crédit Industriel et Commercial (CIC) is a major French bank. With presence in the city since 1895, CIC London offers a complete set of funding solutions for businesses in the UK and across Europe including acquisition finance, corporate finance, project finance, private debt solutions (through CLO investments and management) and asset based finance (from 2020).



PROFESSIONAL EXPERIENCE/COMPETENCIES

- Bilingual French/English
- Good knowledge of business development and export practices
- Knowledge of the UK and Irish market
- Strong research and analysis skills
- Credible expertise in assessing and managing opportunities and relationships
- Verbal and written presentation skills
- Computer literate (Word/Excel/PowerPoint)
- A basic working knowledge of the banking environment and of UK/French banking would be an advantage.

CHARACTERISTICS & SKILLS REQUIRED

The ideal candidate will be a confident and enthusiastic communicator with strong interpersonal skills who possesses:

- A pragmatic and inquisitive mind, confident to autonomously take responsibility for projects assigned,
- Sound commercial acumen,
- Impeccable verbal and written presentation skills both in French and in English,
- An ability to work on multiple projects, respecting deadlines and priorities,
- A meticulous, organised and result driven approach,
- A team-first attitude making active contribution and an aptitude to suggest solutions and alternatives

NEXT STEPS

Please send your CV and cover letter to:
humanresources@london.cic.fr

Please note that only successful candidates will be contacted for the next stage.

NO AGENCIES

USEFUL LINKS

CIC

www.cic.fr

CIC Aidexport

www.cic.fr/fr/banques/entreprises/aidexport-assistance-a-l-implantation.html

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