

Faculty: Management



Acronym : BANFIN

Option : Bank and finance

Level: BTS

prerequisite: Scientific series or equivalent level

Outlets :

- Commercial banks;
 - Financial institutions;
 - Stock exchange;
 - Insurance companies;
 - Central bank ;
3. Bank Commission ;
 4. Ministries in charge of currency and economic and financial matters;
 5. Microfinance institutions;

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6. Post office savings bank and financial service

Description

This specialty aims to fill the deficit in number and quality in terms of human resources that credit institutions need for the conduct of their activities. In addition, it provides companies, whatever their field of activity, with collaborators who can enable them to make the most of the opportunities offered by the financial system in its evolution, expansion and linkage to global finance.

specific skills:

2. Identify the economic and legal environment of the insurance sector;
3. Build and develop a relationship of trust, personalized with each client, within the framework of the commercial policy adopted by his establishment;
4. Quantitatively and qualitatively develop a goodwill, in particular by improving the rate of equipment of customers with products and services
5. Contribute, through personal action, to a quality welcome;
6. Being able to take a step back from a given problem and find the appropriate solution respecting both the expectations of the customer and the commercial policy of his establishment;
7. Manage and develop quantitatively and qualitatively a portfolio of professional clientele within the framework of the commercial policy adopted by its establishment;
8. Contribute to the development of its establishment through its commercial action with professional clients;
9. Develop the global approach of professional clients.

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10. The holder of this diploma may also be responsible for:
 - 11.
 12. - The opening and management of accounts;
 13. - The distribution of products and services attached to the accounts;
 14. - Promotion and use of information transmission technologies
 15. - Distribution of bank and non-bank savings and cash management products;
 16. -Distribution of products linked to financial savings and in particular those known as collective management;
- -The promotion of consumer loans, real estate loans to individuals and assembly of files;
 17. -Promoting modes of financing the operating cycle and business investments and preparing files
 18. -The promotion of insurance products (Bancassurance);
 19. -The monitoring and management of customer risks;
 20. -Conducting an economic and financial analysis of the client's situation,
- risk assessment and monitoring.

Quality and skills:

- Have an understanding of the professional and economic environment;
- Mastery of written and oral communication;
- Have an aptitude for sales and commercial negotiation;
- Master the legal framework of the activity and be able to analyze the applicable tax rules;

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- Mastering ICT applicable to banking;
 - Demonstrate adaptability and versatility.