

Vacancy at Caisse d'Epargne

Senior Corporate Banker



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Requirements

- Over 10 years of experience
- In corporate banking
- Experience in managing a portfolio of large corporate clients
- Managing complex, international transactions including club deals
- With an extensive network of Dutch corporates, banks, and service providers
- High entrepreneurial drive
- Fluent in English and Dutch

 **Amsterdam**

The Amsterdam office of Caisse d'Épargne, a leading banking group in Europe, has been growing fast since the start in 2024. Joining the team presents a unique opportunity for an entrepreneurial Senior Corporate Banker to develop the Dutch branch and their client portfolio as part of a fast-growing start-up with the backing and expertise of an established bank.

About Caisse d'Épargne

Caisse d'Épargne is a leading financial institution as part of the BPCE Group, the second-largest banking group in France and fourth-largest in Europe. The organization is 100% cooperative, with 9.5 million shareholders, and 100% regional with flexible and fast decision-making at the local level. The Board, exclusively composed of clients, focuses on long-term growth, financial strength, and client satisfaction. Its solid financial structure allows the BPCE Group to play a key role in the economic and social development of the territories it serves, including financing over 20% of the French economy.

The BPCE Group serves 36 million customers in 50 countries with over 100.000 employees on the full range of bank and insurance services. It does so through its Caisse d'Épargne and Banque Populaire retail networks and the Natixis brand for corporate and investment banking and asset management. The group achieves over 22 billion euros in banking turnover and 2.8 billion euros in net income and is the second-largest European asset manager.





Successful international expansion

In 2014, Caisse d'Épargne Hauts de France entered the Belgian market as a first foothold in the Benelux. Implementing the Group's successful international strategy, the branch builds on local partnerships to offer corporate banking services. In 2024, Caisse d'Épargne opened the Amsterdam office, focusing on large Dutch corporations with an annual turnover of over a hundred million euros. The branch offers a broad range of products in corporate financing, flow and cash management, international credits and guarantees, and cross-border financial services. In collaboration with Natixis, the team also supports customers in global capital markets and with advisory services on mergers and acquisitions, leveraged buy-outs, and foreign investment projects. Pending approval of the recently announced joint venture between the asset management branches of BPCE and Generali, the consolidated entity will settle its headquarters in Amsterdam as early as 2026, boosting Caisse d'Épargne's presence in the Netherlands.

This unique set of circumstances creates an exciting start-up environment for the small entrepreneurial team in Amsterdam with the solid financial foundations and deep expertise of the BPCE Group.



Senior Corporate Banker

The Senior Corporate Banker builds and manages a portfolio of large corporate customers while developing the presence of Caisse d'Epargne in the Dutch market. Building on their network, they focus on prospecting for new customers and attend events to maintain relationships with corporates, banks, lawyers, and advisors. They can offer their prospects expertise on capital markets and complex, international transactions, including club deals and associated loan market application (LMA) documentation. They also defend customer credit applications internally, acquiring in-depth knowledge of the customer and sector to do so.

Once they have built their portfolio, the Senior Corporate Banker is a strategic thought partner to their large corporate customers, helping them realize their strategic objectives. Balancing risk and return, the Senior Corporate Banker performs regular risk evaluations while also looking for opportunities to broaden and deepen the services offered to their customers. In addition, they drive and support initiatives to develop the market position of Caisse d'Epargne in the Netherlands and to establish effective ways of working.

“Building Caisse d’Epargne in the Netherlands is a rare adventure in the financial sector. How often do we get the chance to be truly entrepreneurial, building something from the ground up, while having the solid financial foundation and expertise of an established bank behind us?”

**Derk Graver,
Head of Caisse d’Epargne Nederland**

The Senior Corporate Banker joins the entrepreneurial team in the Zuidas office that is rapidly building a customer portfolio covering a wide range of sectors across the Netherlands. The team works closely with Belgium and France, with support functions provided by the Brussels office. As a result, they travel regularly to Brussels, Paris, and Lille for strategic meetings and collaborations.

This is a rare opportunity for a corporate banker who combines a strong entrepreneurial drive with the right expertise and a good network. Commercial, proactive, and customer-oriented, they build deep relationships and keep an eye on both the interests of their customers and the bank. They help shape the vision for the growing office and then make it happen. The Senior Corporate Banker is excited to jump on the chances and challenges that this unique start-up environment with solid backing provides.





Interested?

Caisse d'Epargne is working with Top of Minds to fill this vacancy.

To express your interest, please contact Roland Vetten at

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