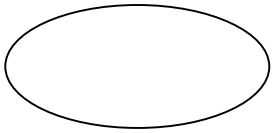
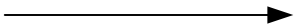
Board Member Area

Division

Department



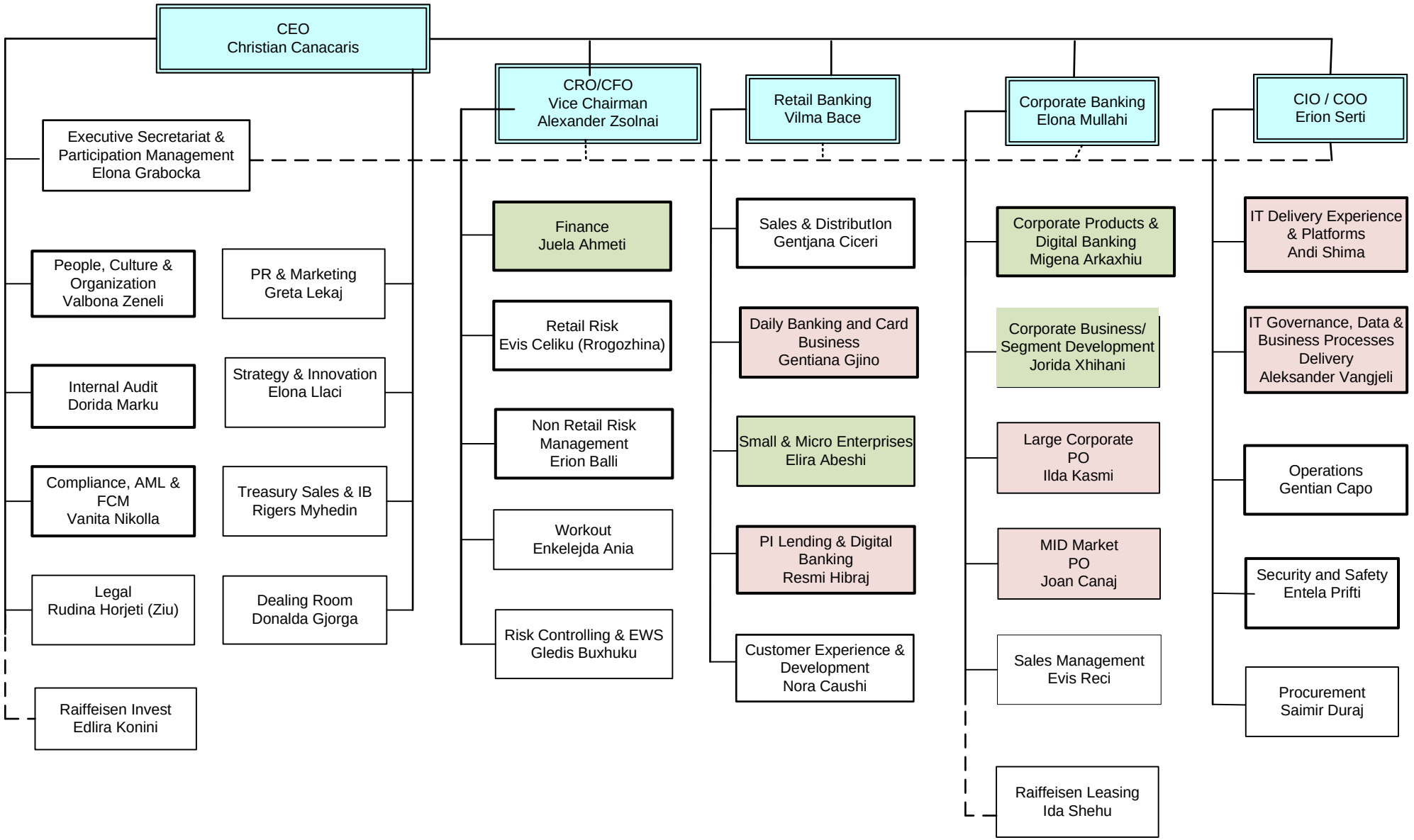
Unit/ Team

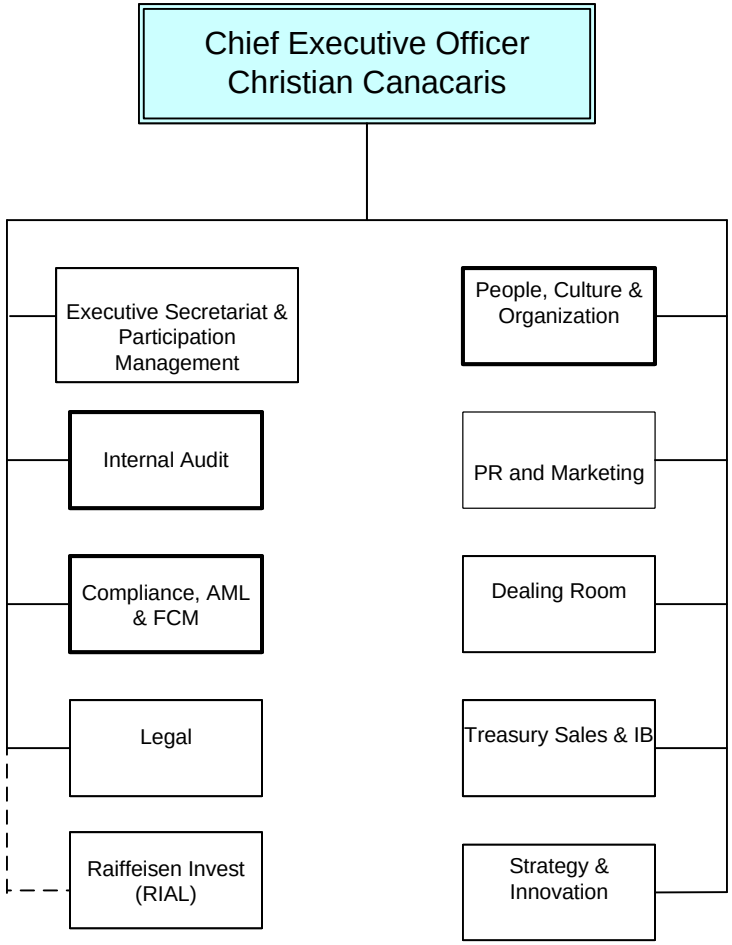


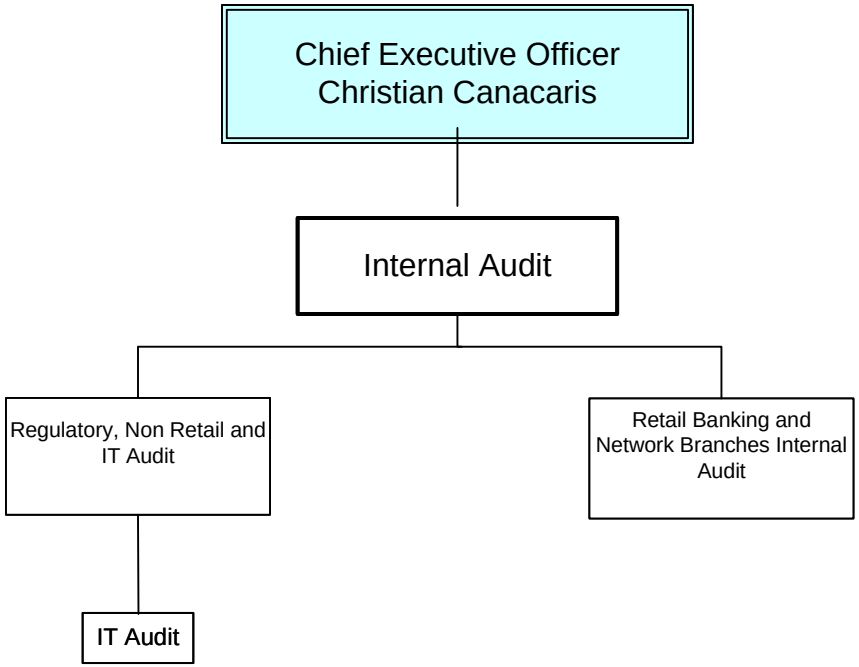
Specific Function / Desk

Green Color — Hybrid Model

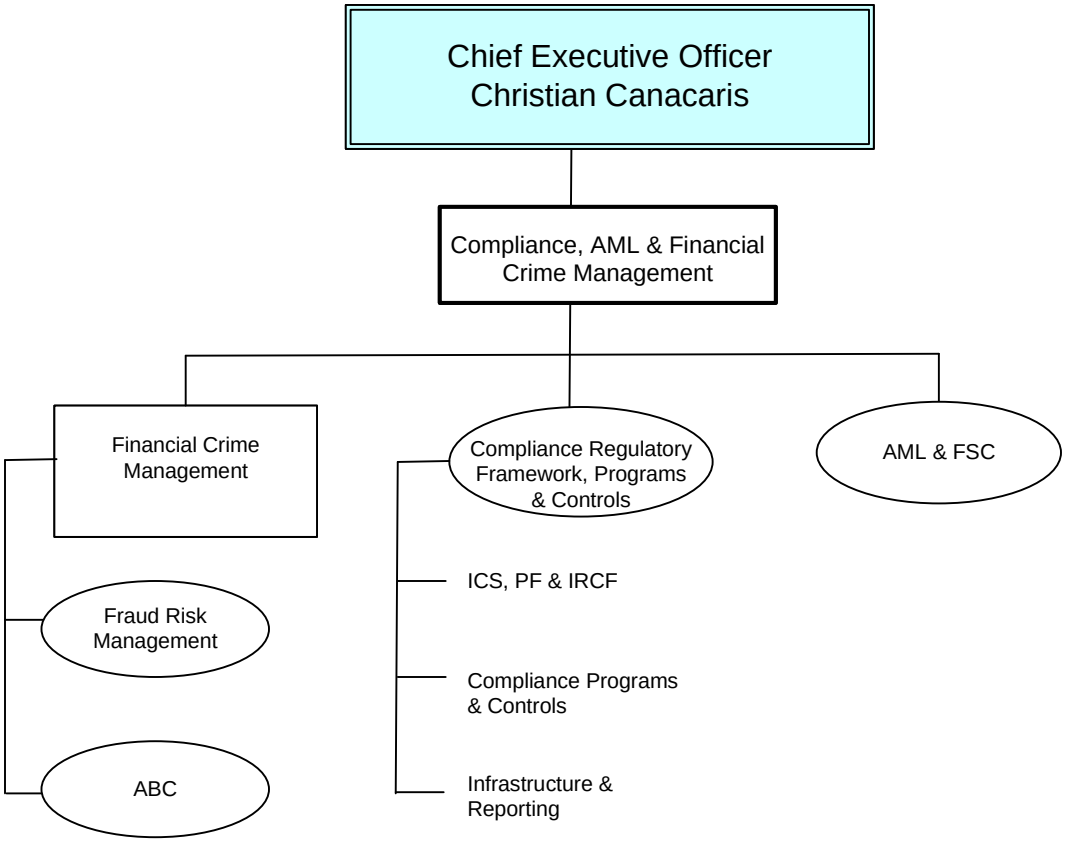
Red Color — Agile Model

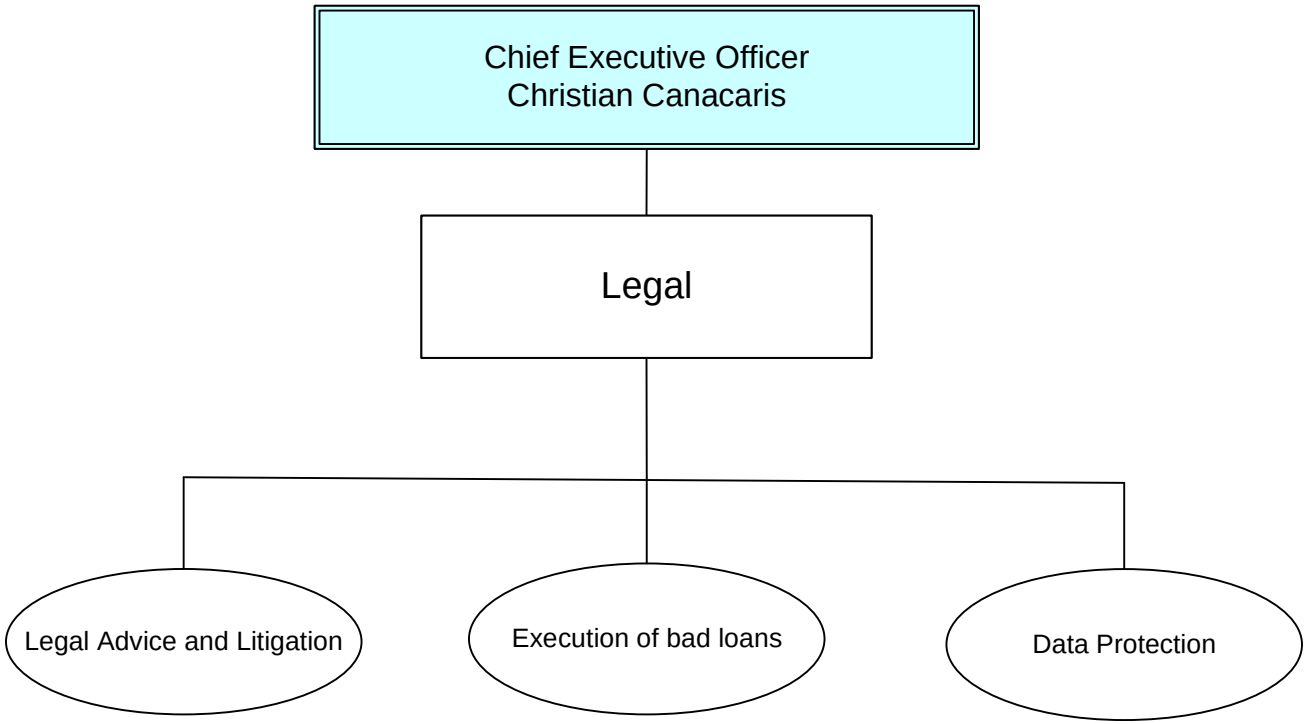

CEO
Christian Canacaris
Executive Secretariat & Participation Management
Elona Grabocka
People, Culture & Organization
Valbona Zeneli
PR & Marketing
Greta Lekaj
Internal Audit
Dorida Marku
Strategy & Innovation
Elona Llaci
Compliance, AML & FCM
Vanita Nikolla
Treasury Sales & IB
Rigers Myhedin
Legal
Rudina Horjeti (Ziu)
Dealing Room
Donalda Gjorga
Raiffeisen Invest
Edlira Konini
CRO/CFO
Vice Chairman
Alexander Zsolnai
Finance
Juela Ahmeti
Retail Risk
Evis Celiku (Rrogozhina)
Non Retail Risk Management
Erion Balli
Workout
Enkelejda Ania
Risk Controlling & EWS
Gledis Buxhuku
Retail Banking
Vilma Bace
Sales & DistributIon
Gentjana Ciceri
Daily Banking and Card Business
Gentiana Gjino
Small & Micro Enterprises
Elira Abeshi
PI Lending & Digital Banking
Resmi Hibraj
Customer Experience & Development
Nora Caushi
Corporate Banking
Elona Mullahi
Corporate Products & Digital Banking
Migena Arkaxhiu
Corporate Business/ Segment Development
Jorida Xhihani
Large Corporate PO
Ilda Kasmi
MID Market PO
Joan Canaj
Sales Management
Evis Reci
Raiffeisen Leasing
Ida Shehu
CIO / COO
Erion Serti
IT Delivery Experience & Platforms
Andi Shima
IT Governance, Data & Business Processes Delivery
Aleksander Vangjeli
Operations
Gentian Capo
Security and Safety
Entela Prifti
Procurement
Saimir Duraj


Chief Executive Officer
Christian Canacaris
Executive Secretariat & Participation Management
Internal Audit
Compliance, AML & FCM
Legal
Raiffeisen Invest (RIAL)
People, Culture & Organization
PR and Marketing
Dealing Room
Treasury Sales & IB
Strategy & Innovation

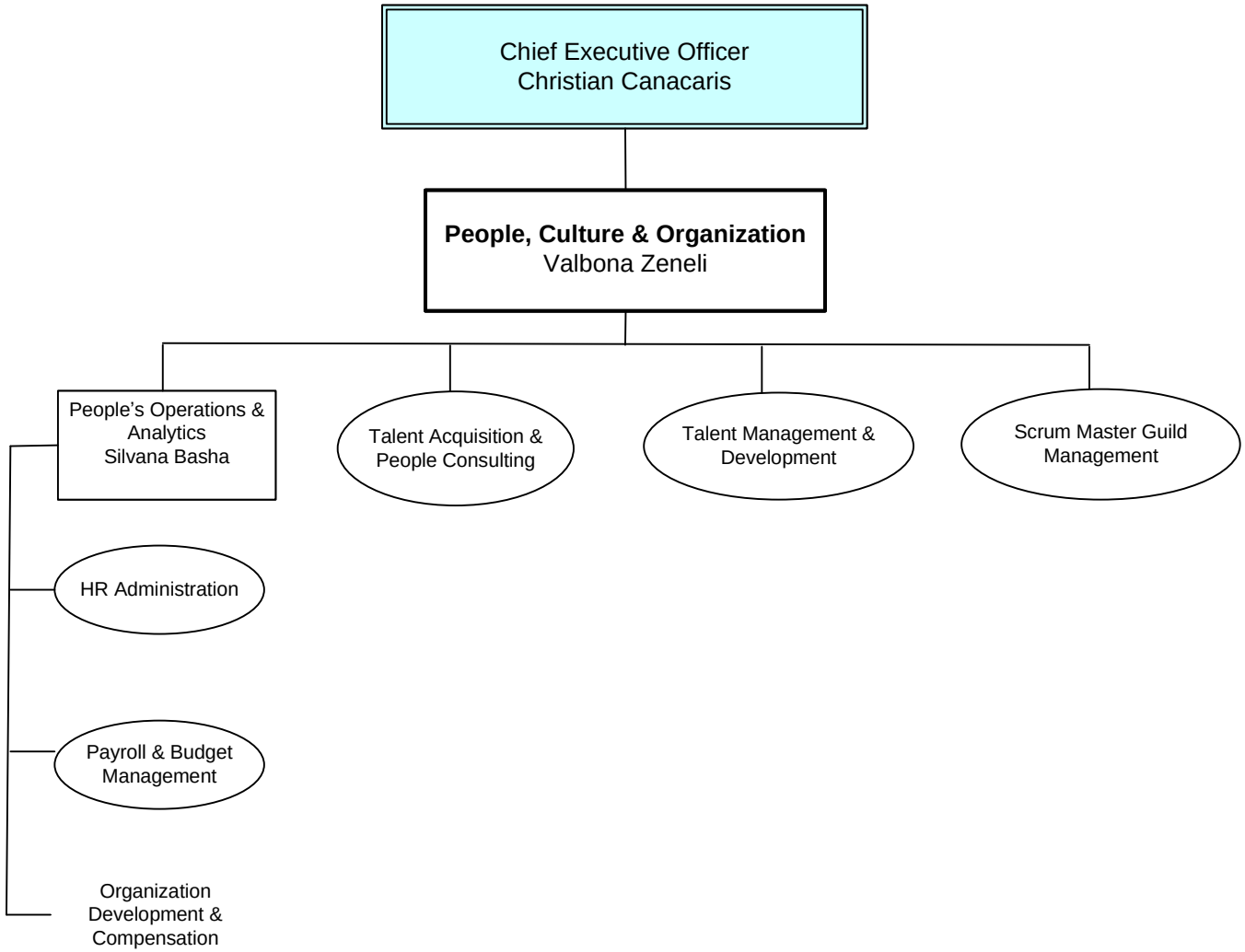

Chief Executive Officer
Christian Canacaris
Internal Audit
Regulatory, Non Retail and IT Audit
Retail Banking and Network Branches Internal Audit
IT Audit

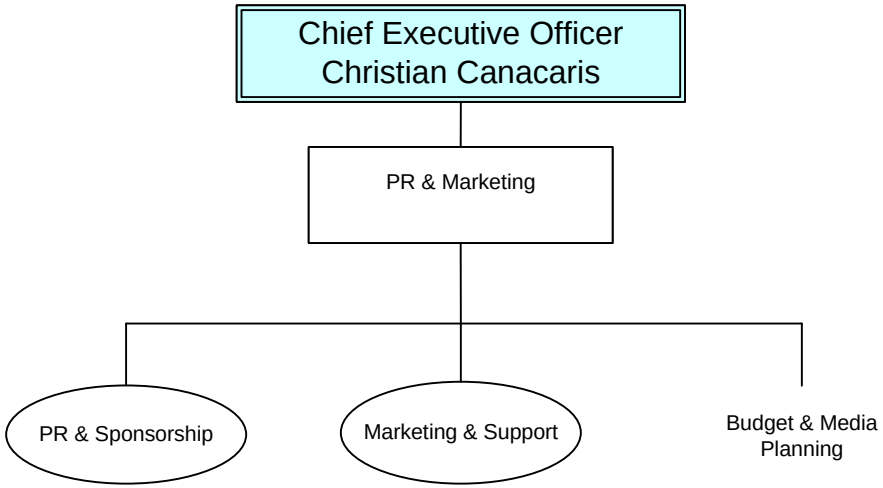
Organizational chart
Compliance, AML & Financial Crime Management Division

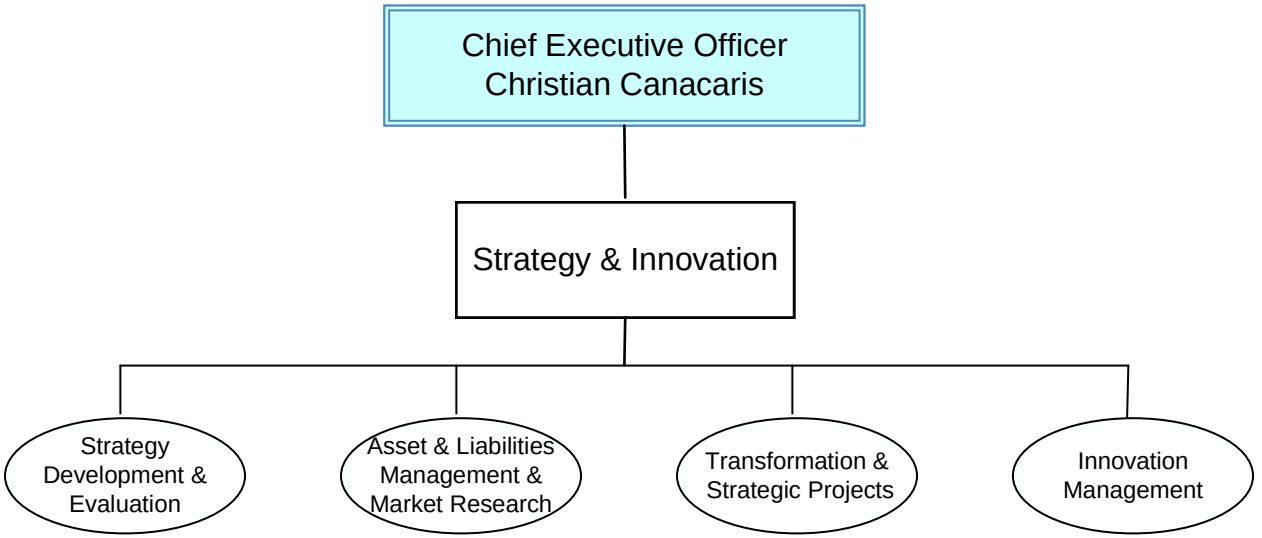


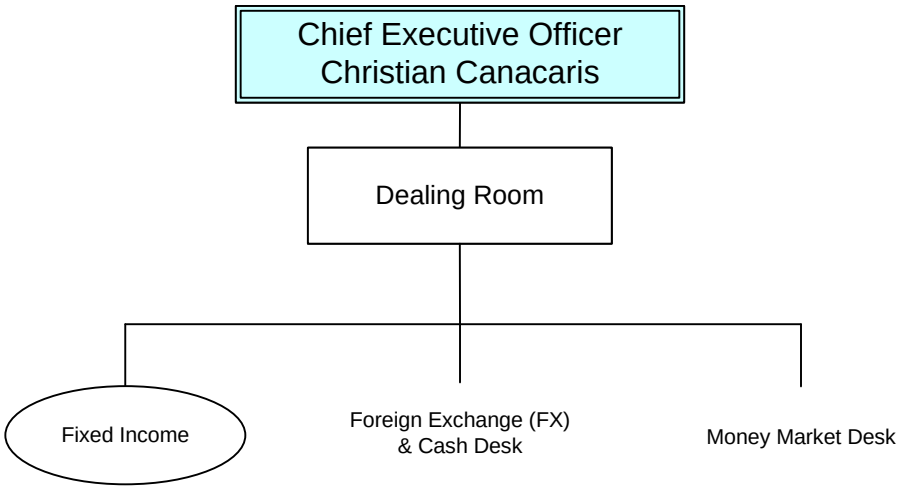

Chief Executive Officer
Christian Canacaris
Legal
Legal Advice and Litigation
Execution of bad loans
Data Protection

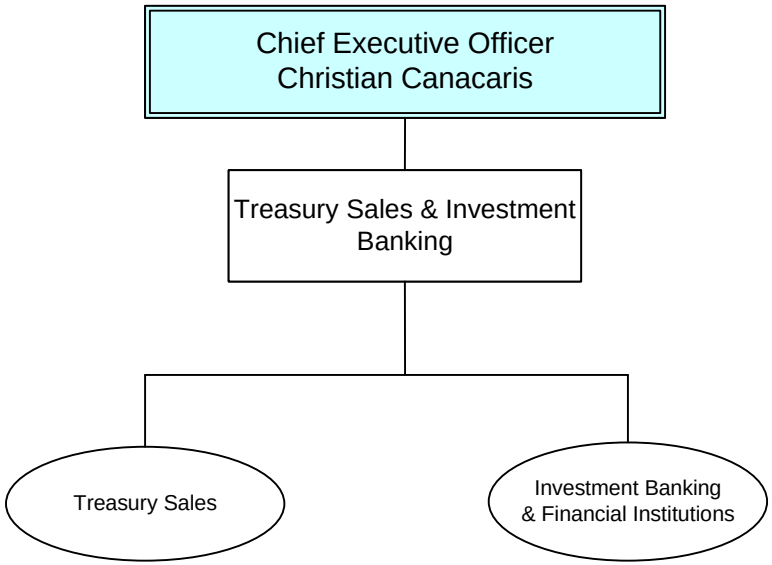
Organizational chart
People, Culture & Organization Division

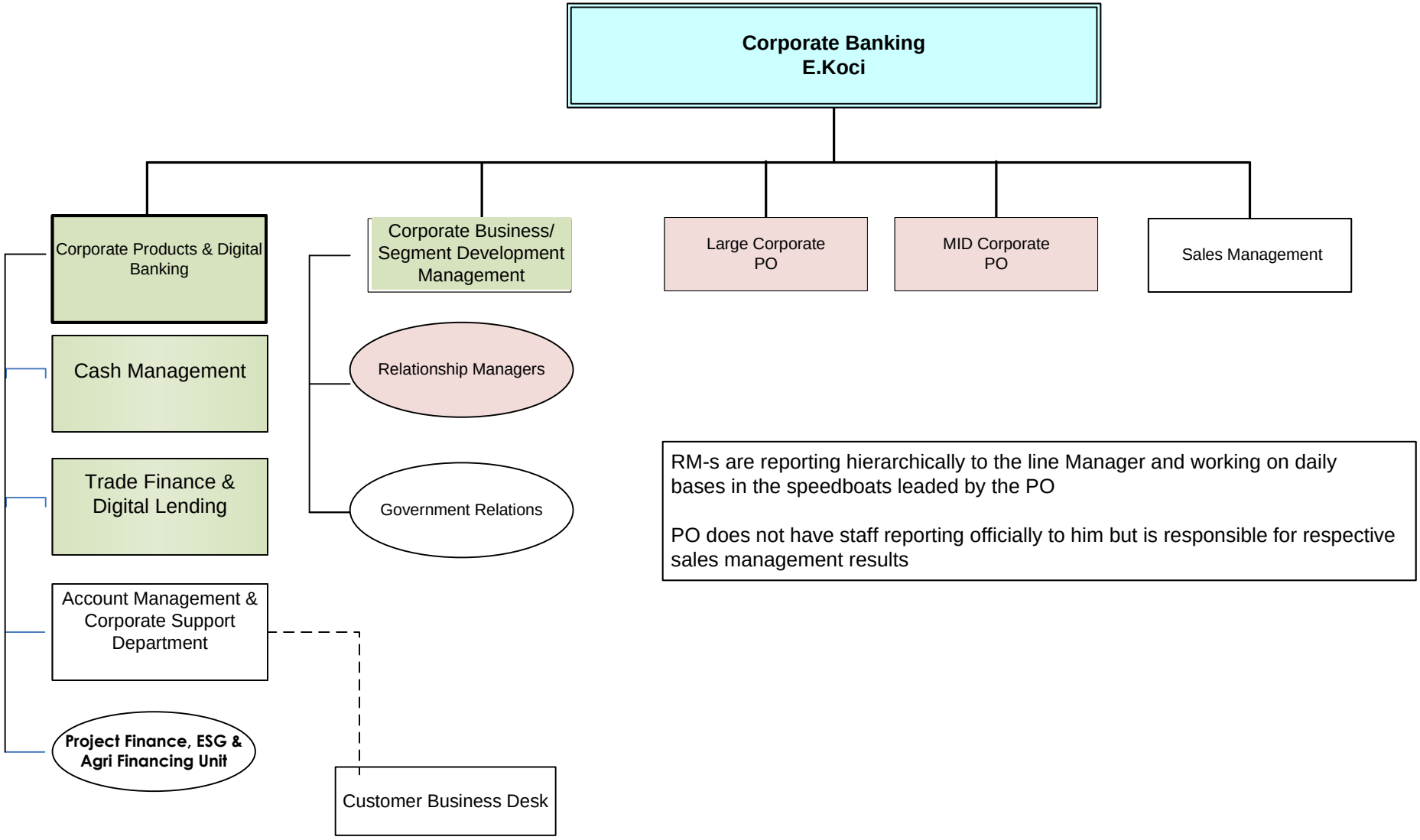


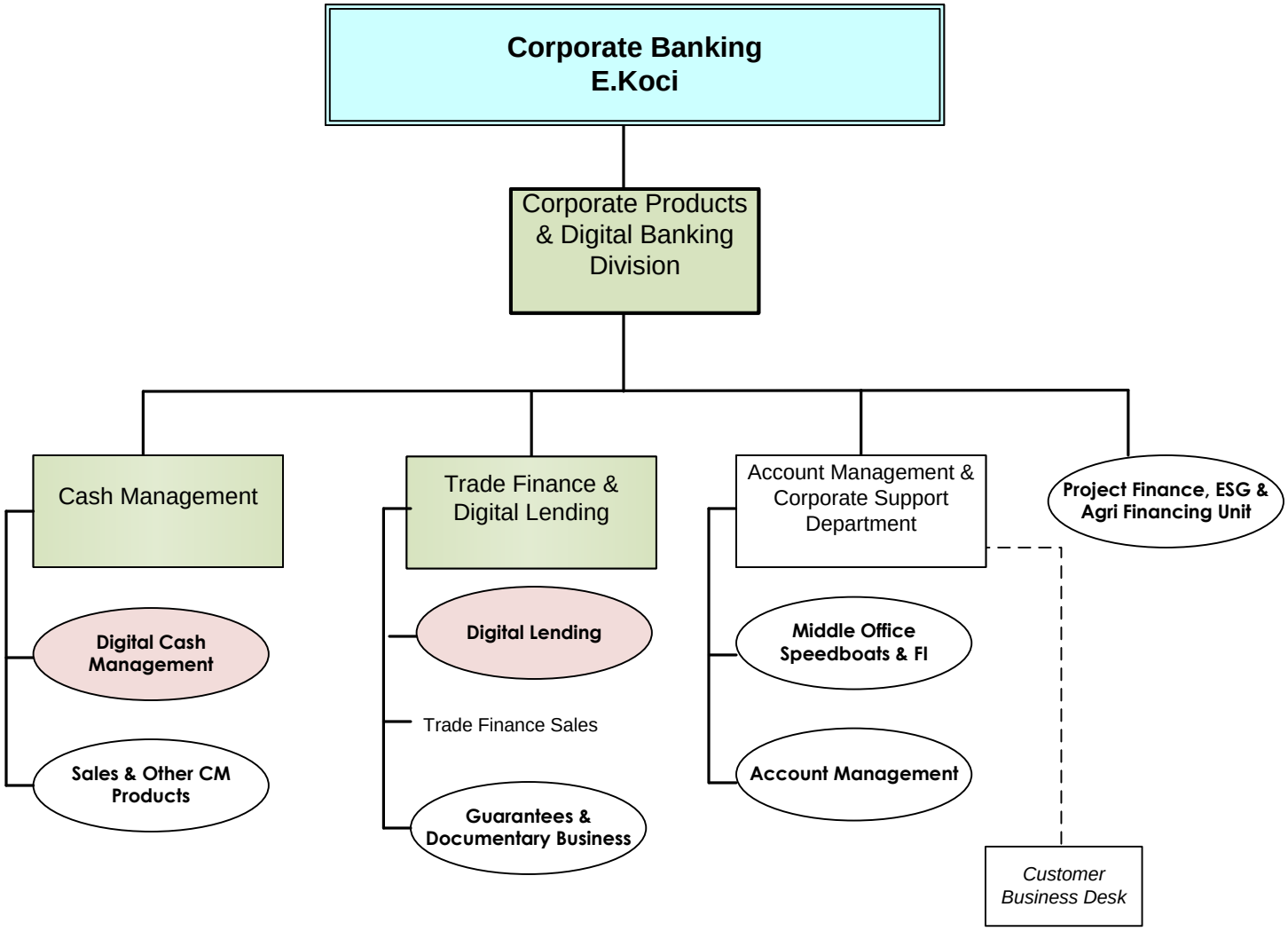

Chief Executive Officer
Christian Canacaris
PR & Marketing
PR & Sponsorship
Marketing & Support
Budget & Media Planning


Chief Executive Officer
Christian Canacaris
Strategy & Innovation
Strategy Development & Evaluation
Asset & Liabilities Management & Market Research
Transformation & Strategic Projects
Innovation Management

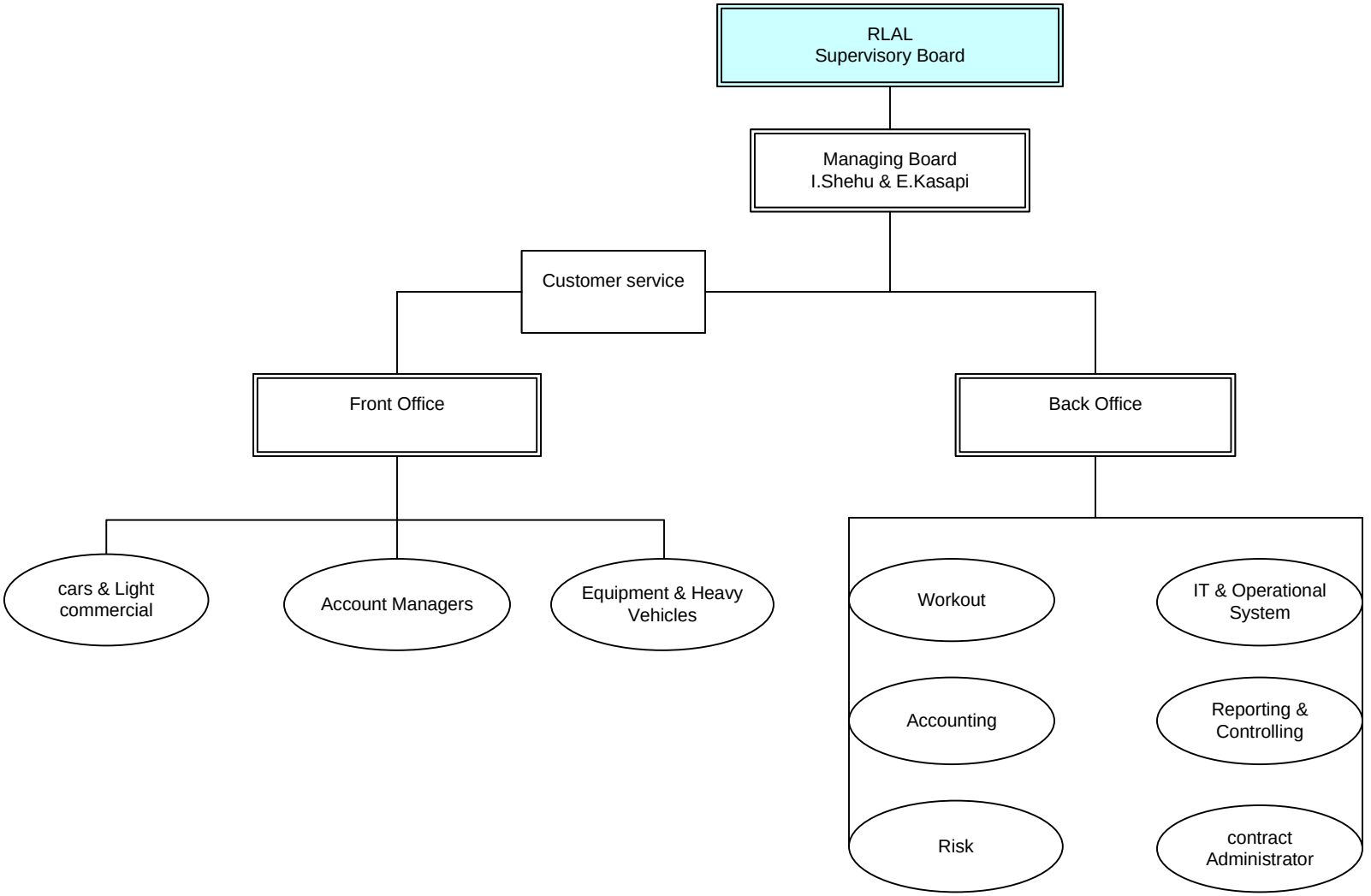

Chief Executive Officer
Christian Canacaris
Dealing Room
Fixed Income
Foreign Exchange (FX)
& Cash Desk
Money Market Desk


Chief Executive Officer
Christian Canacaris
Treasury Sales & Investment Banking
Treasury Sales
Investment Banking & Financial Institutions

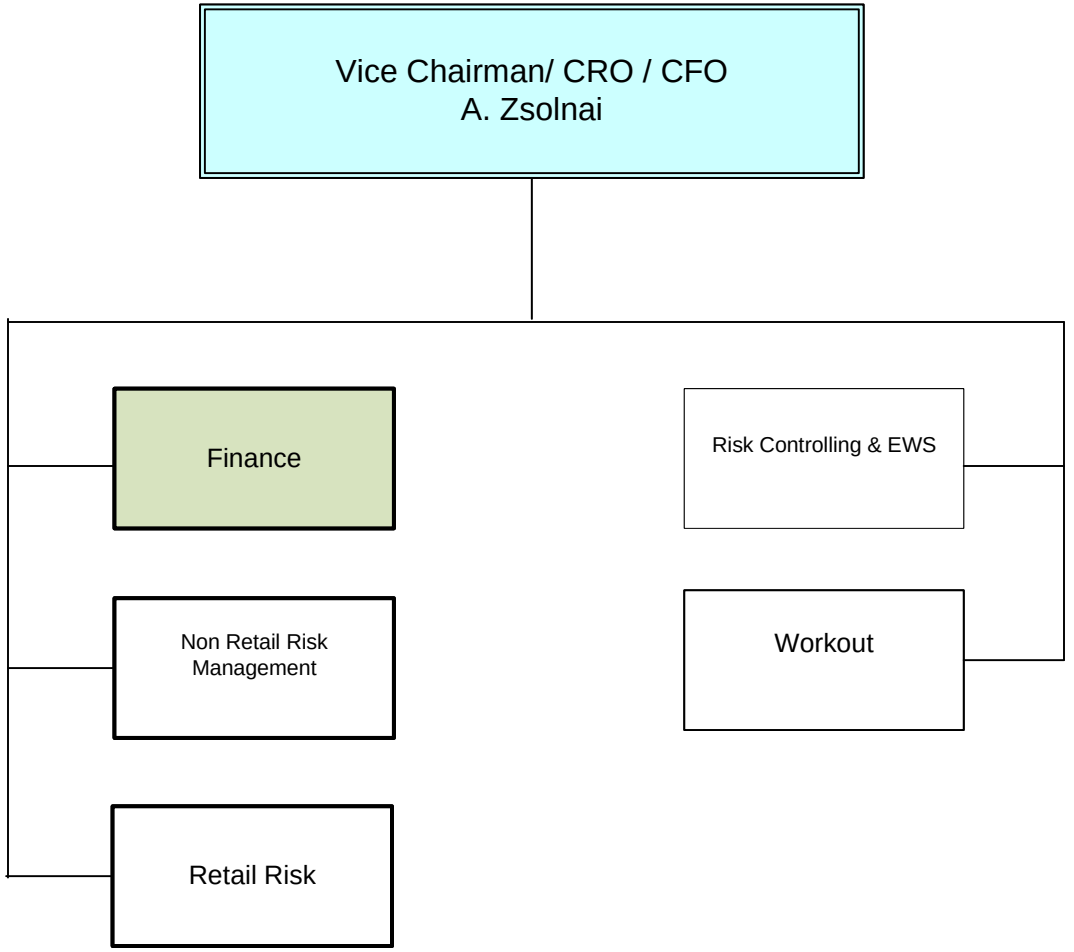

Corporate Banking
E.Koci
Corporate Products & Digital Banking
Corporate Business/ Segment Development Management
Large Corporate PO
MID Corporate PO
Sales Management
Cash Management
Relationship Managers
Trade Finance & Digital Lending
Government Relations
Account Management & Corporate Support Department
Project Finance, ESG & Agri Financing Unit
Customer Business Desk
RM-s are reporting hierarchically to the line Manager and working on daily bases in the speedboats leaded by the PO
PO does not have staff reporting officially to him but is responsible for respective sales management results


Corporate Banking
E.Koci
Corporate Products & Digital Banking Division
Cash Management
Digital Cash Management
Sales & Other CM Products
Trade Finance & Digital Lending
Digital Lending
Trade Finance Sales
Guarantees & Documentary Business
Account Management & Corporate Support Department
Middle Office Speedboats & FI
Account Management
Customer Business Desk
Project Finance, ESG & Agri Financing Unit

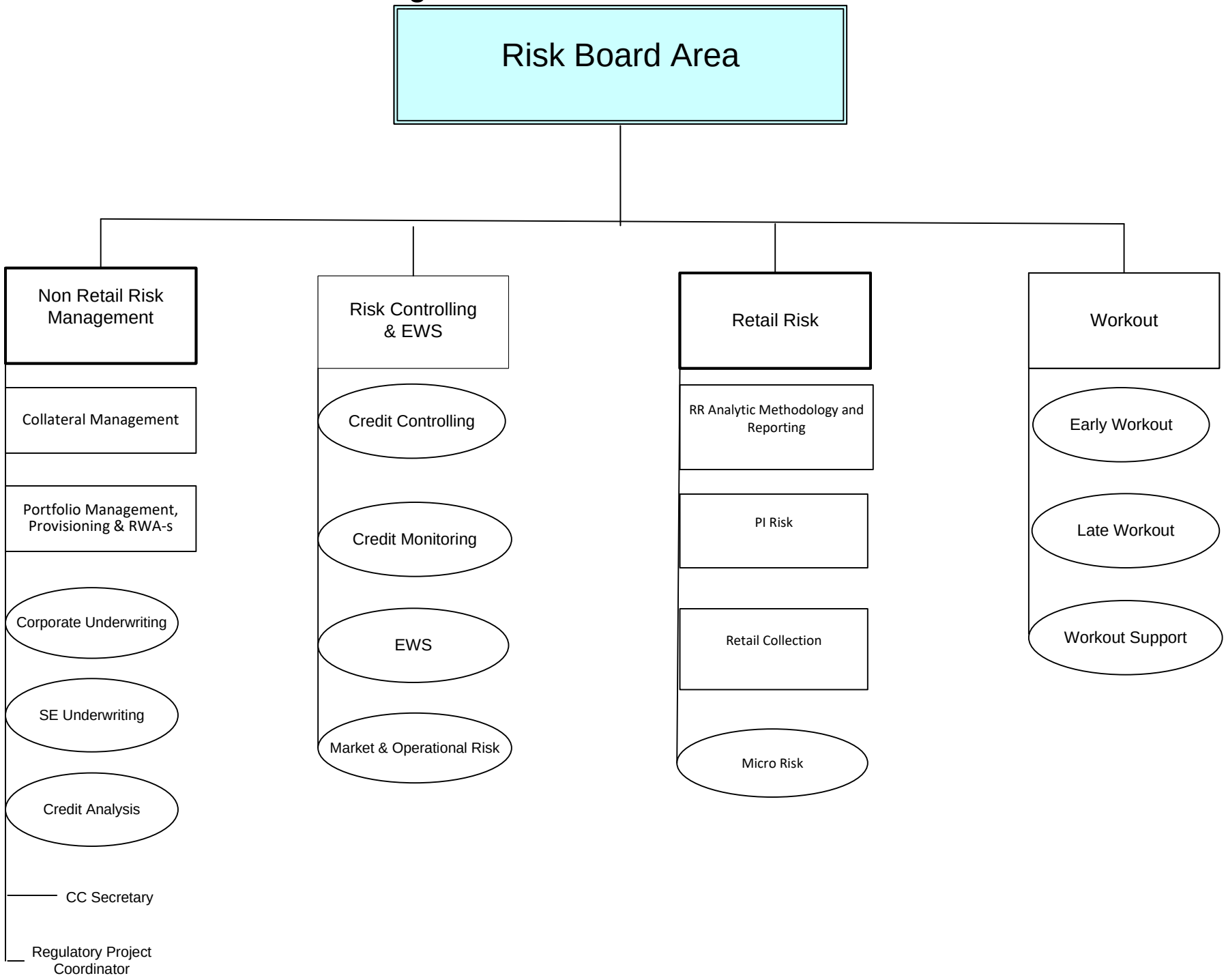
Organizational Chart – Leasing

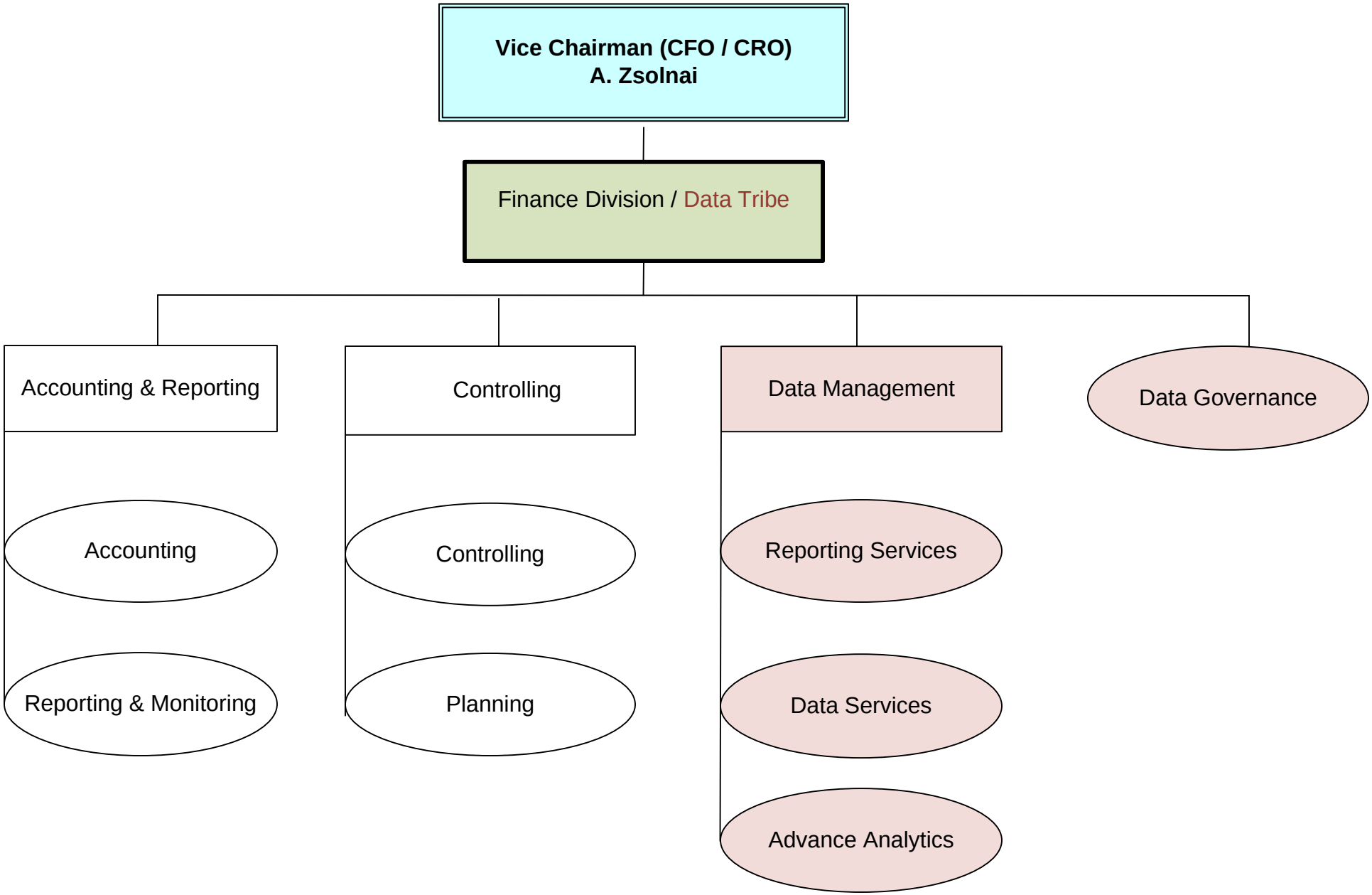


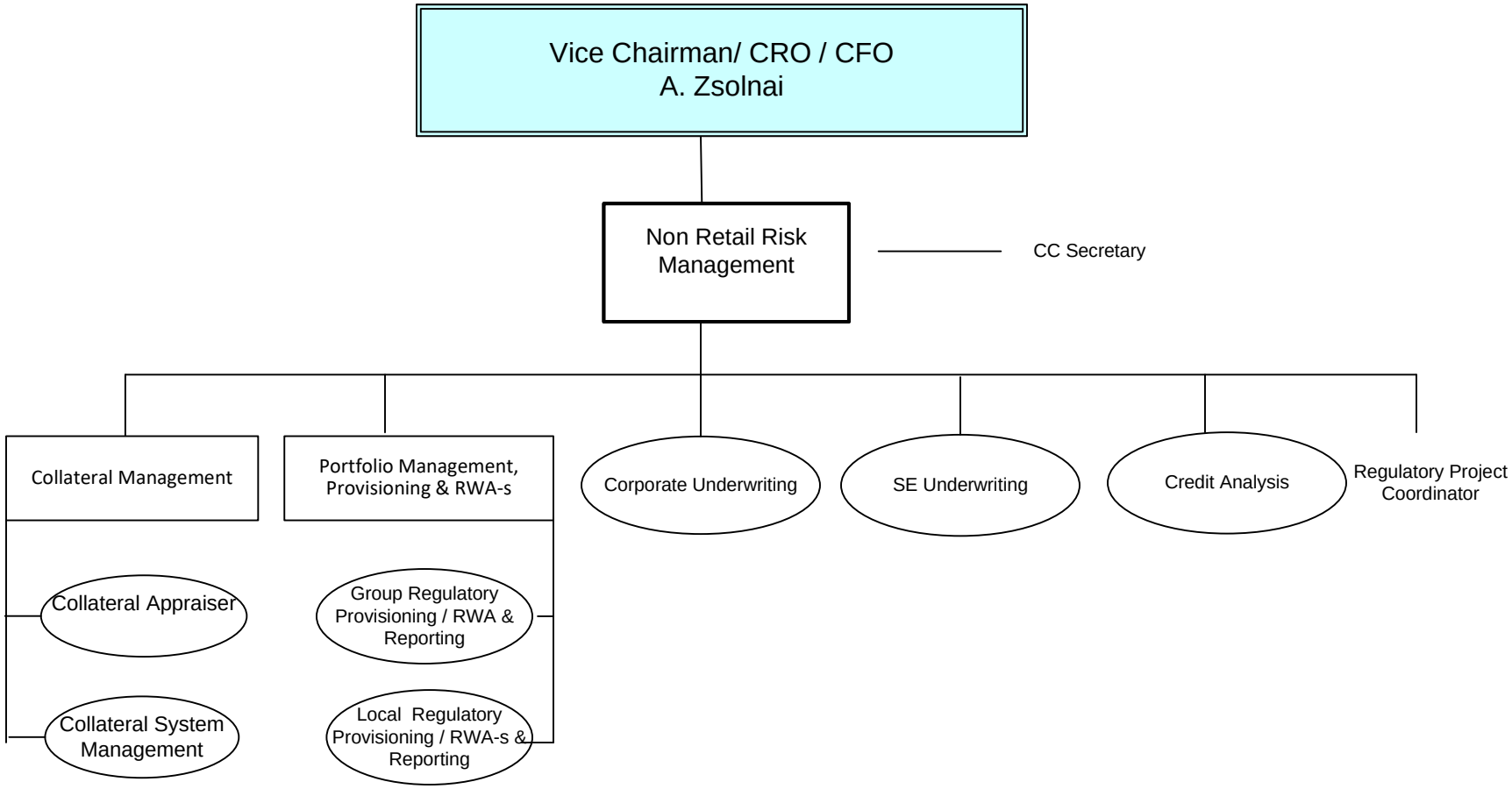
Organizational Chart - Vice Chairman

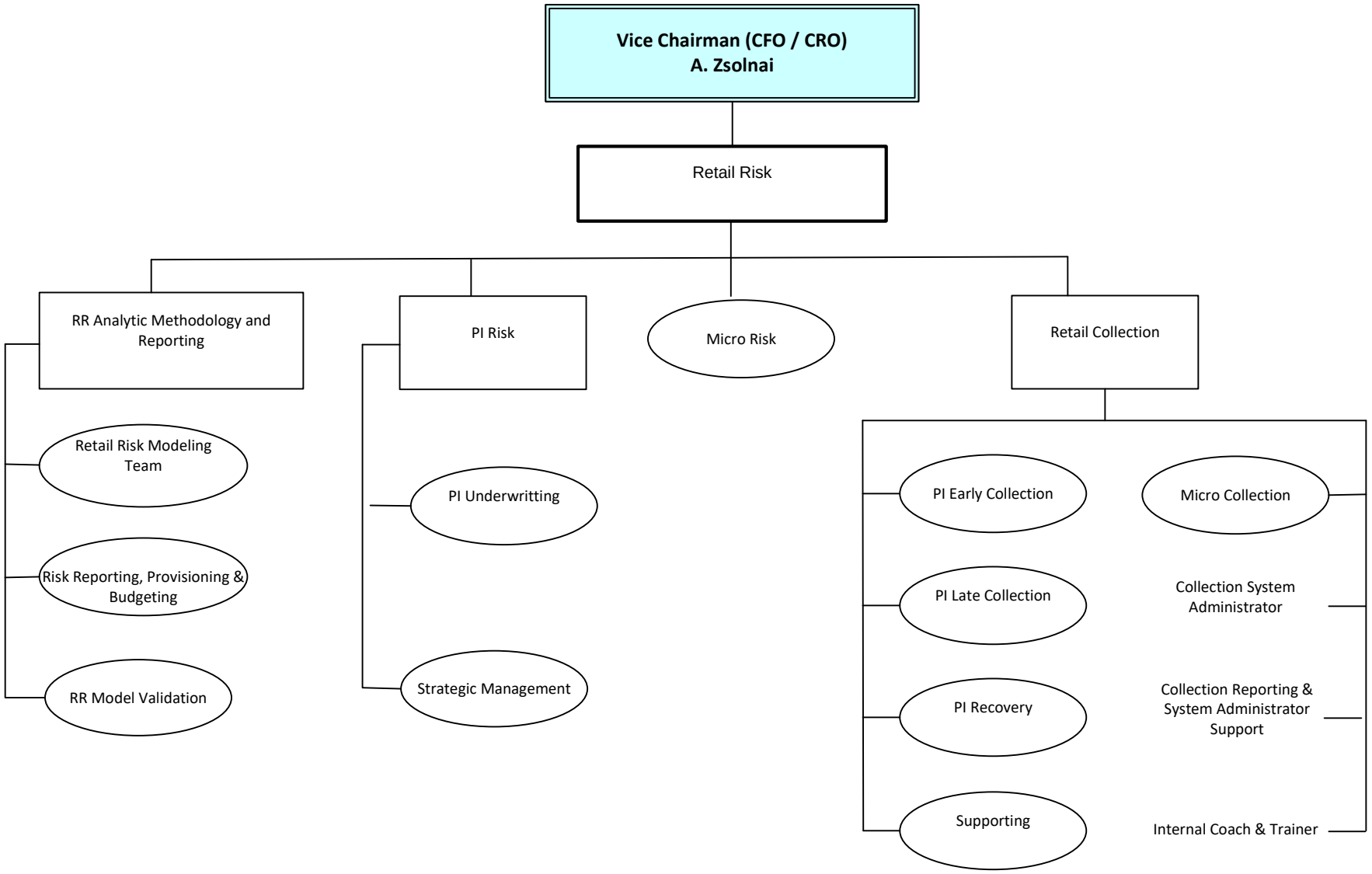


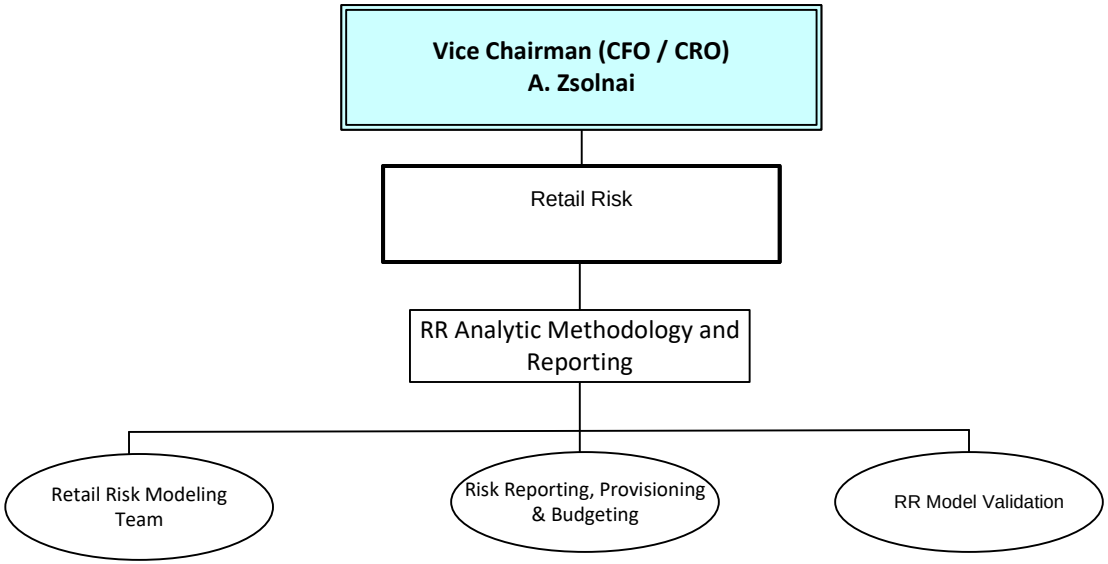
Organizational Chart - Vice Chairman

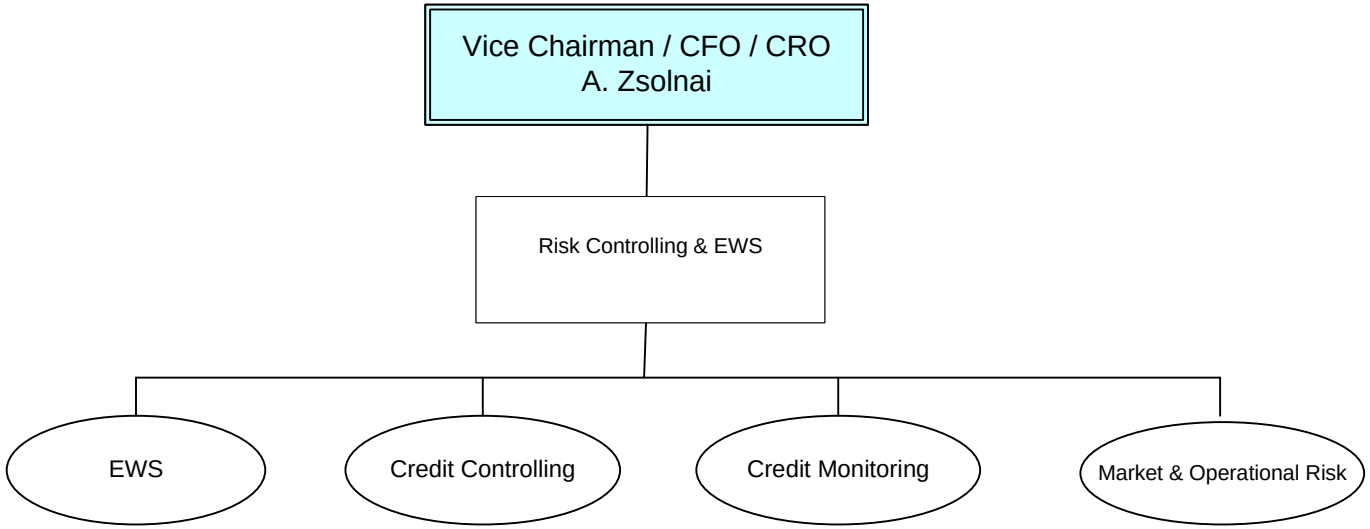


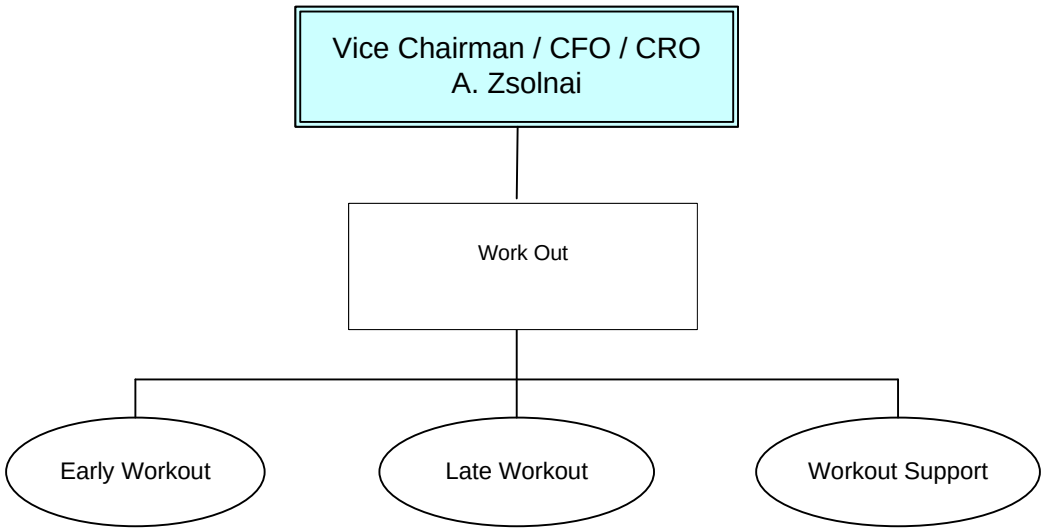

Vice Chairman (CFO / CRO)
A. Zsolnai
Finance Division / Data Tribe
Accounting & Reporting
Controlling
Data Management
Data Governance
Accounting
Reporting & Monitoring
Controlling
Planning
Reporting Services
Data Services
Advance Analytics

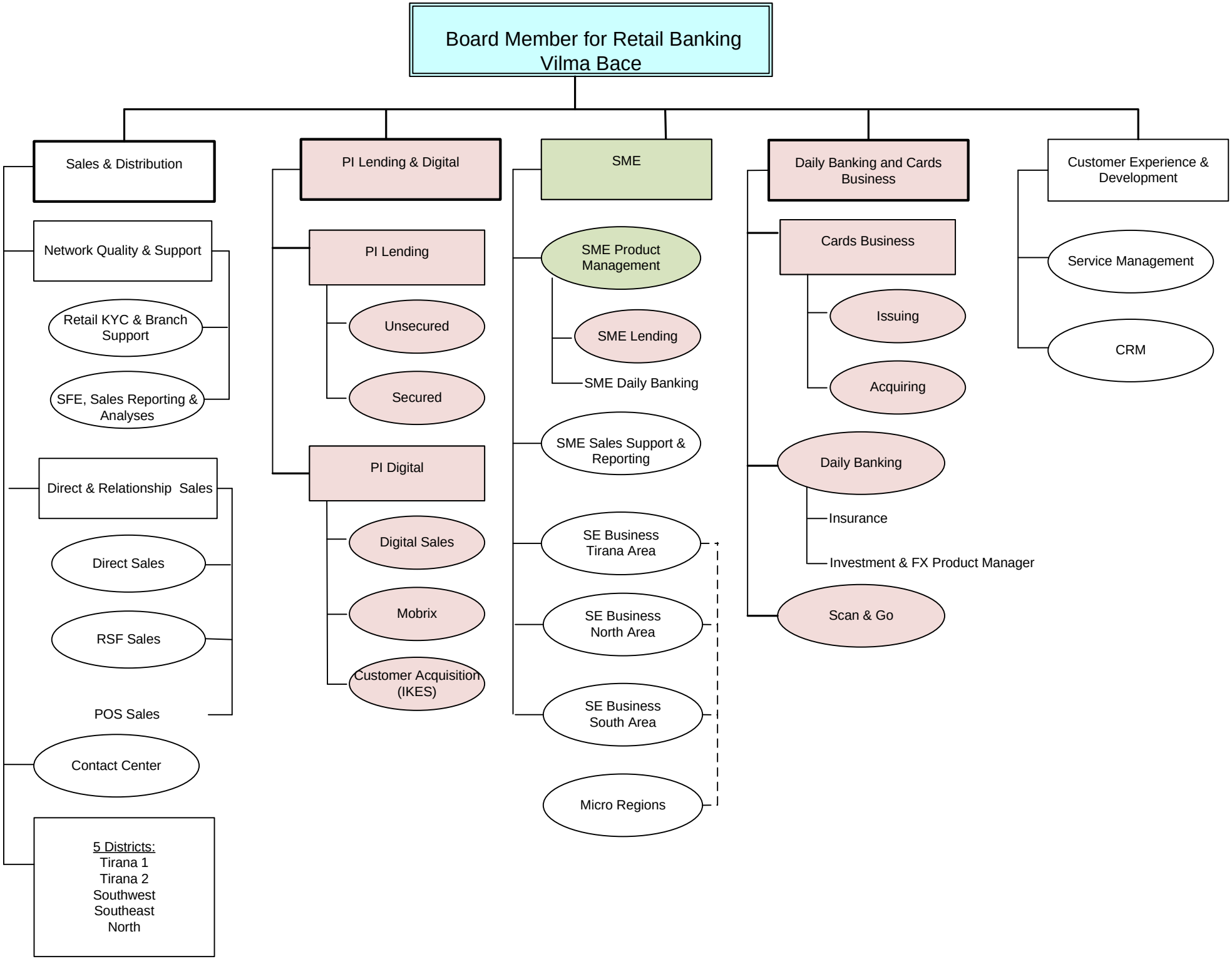

Vice Chairman/ CRO / CFO
A. Zsolnai
Non Retail Risk Management
CC Secretary
Collateral Management
Portfolio Management, Provisioning & RWA-s
Corporate Underwriting
SE Underwriting
Credit Analysis
Regulatory Project Coordinator
Collateral Appraiser
Collateral System Management
Group Regulatory Provisioning / RWA & Reporting
Local Regulatory Provisioning / RWA-s & Reporting

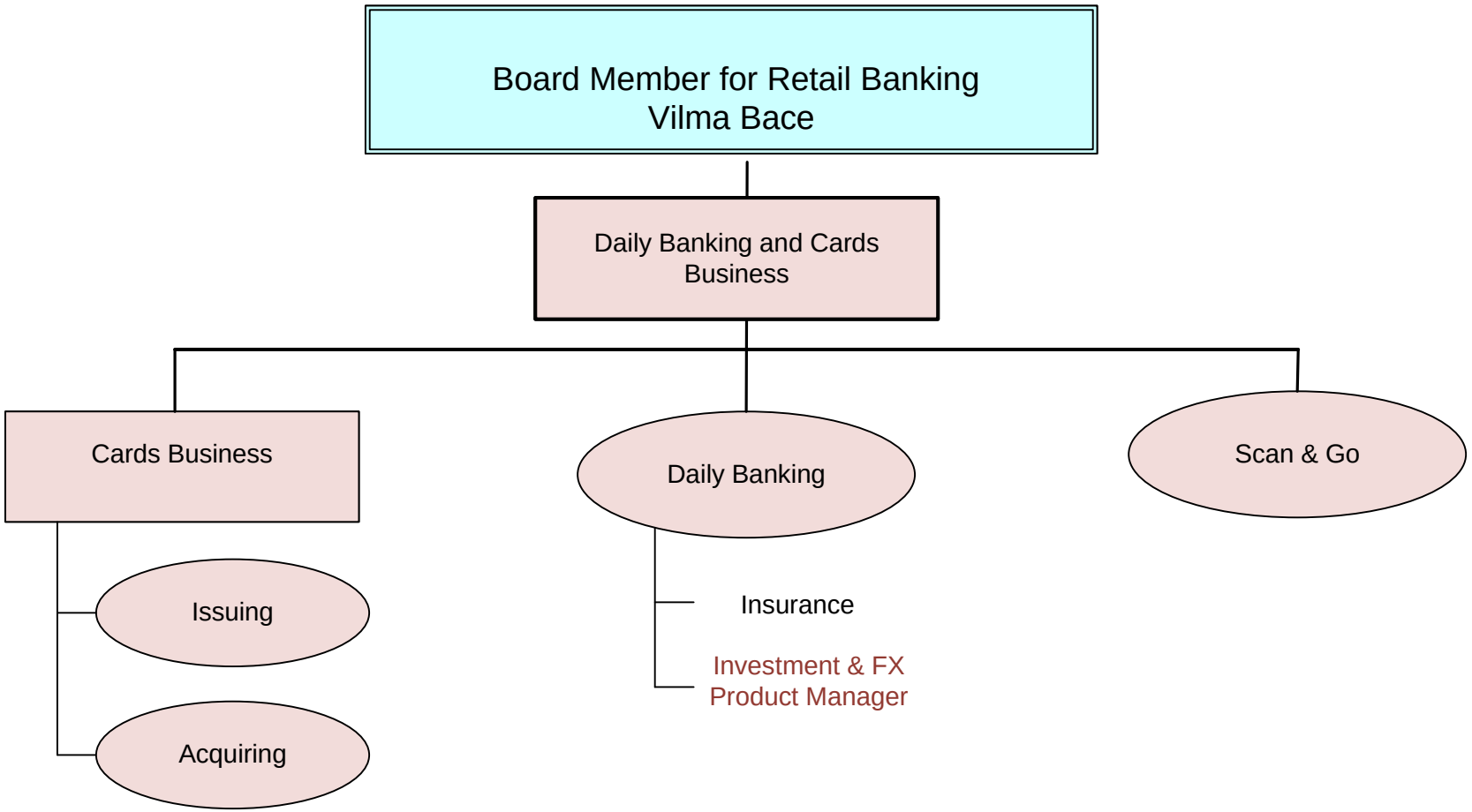

Vice Chairman (CFO / CRO)
A. Zsolnai
Retail Risk
RR Analytic Methodology and Reporting
PI Risk
Micro Risk
Retail Collection
Retail Risk Modeling Team
Risk Reporting, Provisioning & Budgeting
RR Model Validation
PI Underwritting
Strategic Management
PI Early Collection
PI Late Collection
PI Recovery
Supporting
Micro Collection
Collection System Administrator
Collection Reporting & System Administrator Support
Internal Coach & Trainer

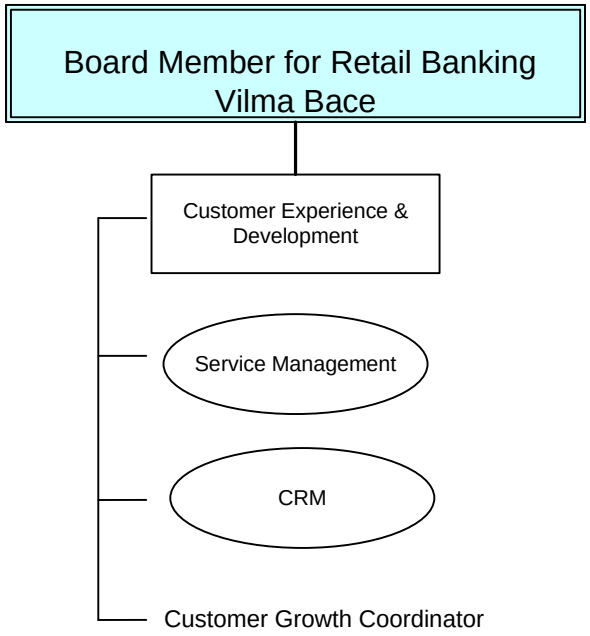

Vice Chairman (CFO / CRO)
A. Zsolnai
Retail Risk
RR Analytic Methodology and Reporting
Retail Risk Modeling Team
Risk Reporting, Provisioning & Budgeting
RR Model Validation

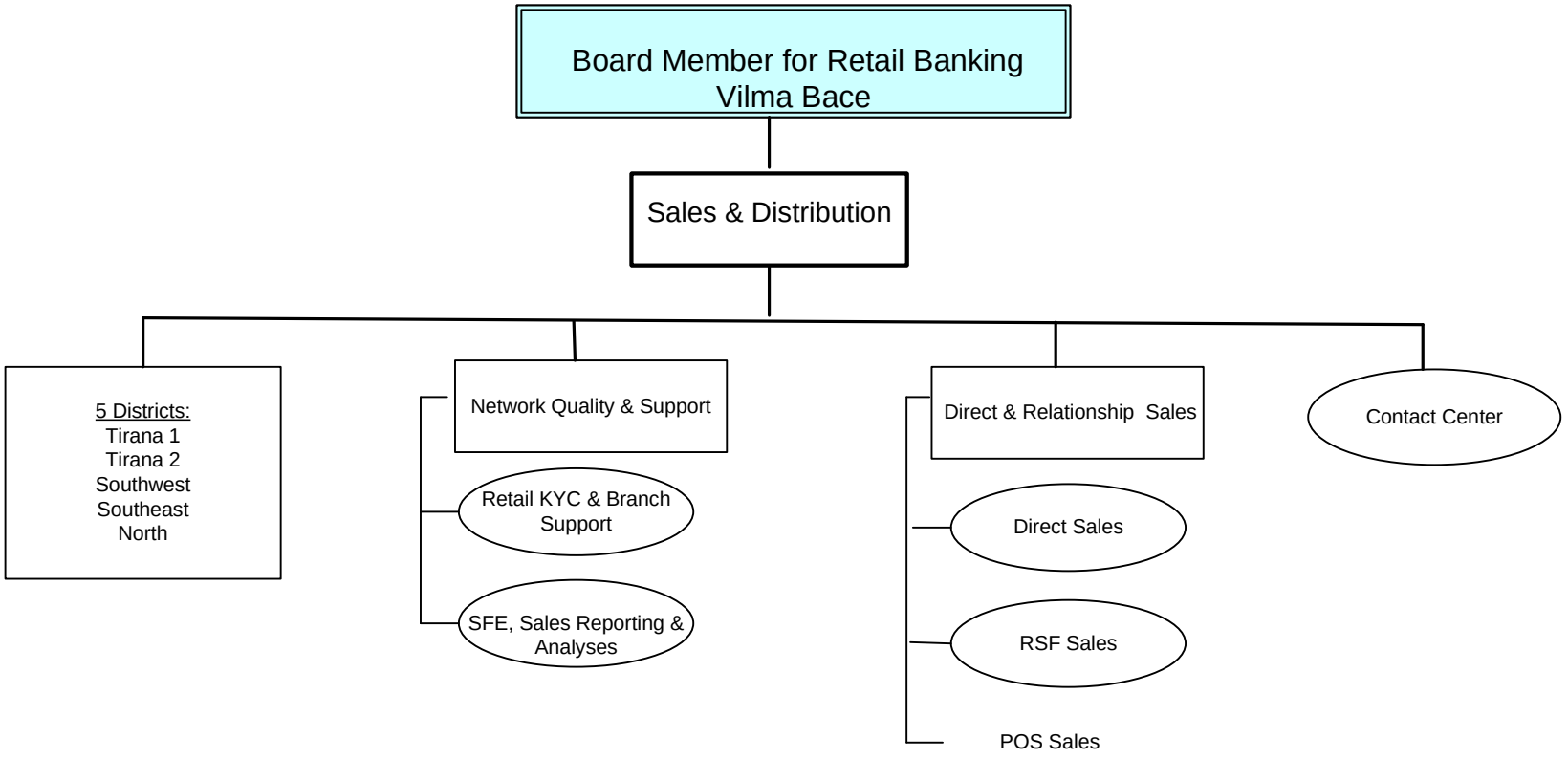

Vice Chairman / CFO / CRO
A. Zsolnai
Risk Controlling & EWS
EWS
Credit Controlling
Credit Monitoring
Market & Operational Risk


Vice Chairman / CFO / CRO
A. Zsolnai
Work Out
Early Workout
Late Workout
Workout Support

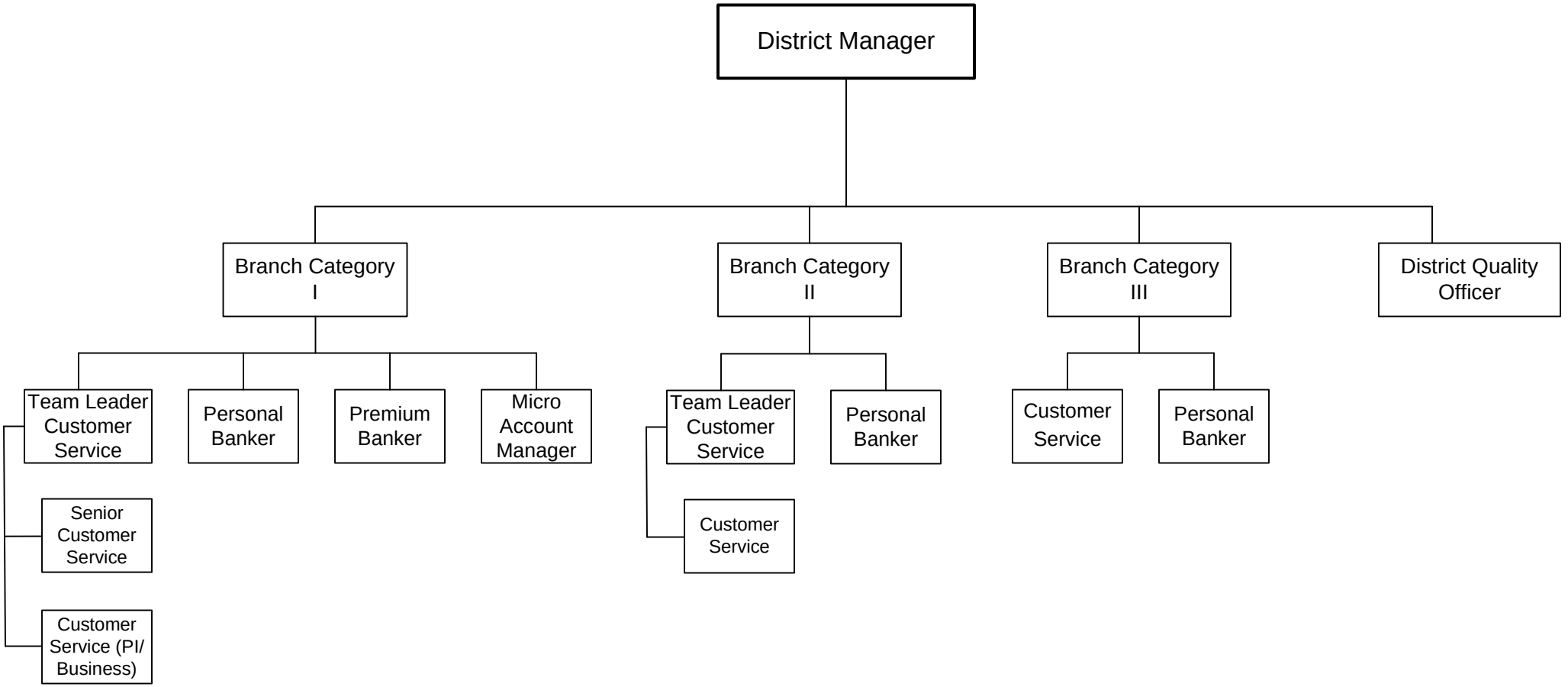

Board Member for Retail Banking
Vilma Bace
Sales & Distribution
Network Quality & Support
Retail KYC & Branch Support
SFE, Sales Reporting & Analyses
Direct & Relationship Sales
Direct Sales
RSF Sales
POS Sales
Contact Center
5 Districts:
Tirana 1
Tirana 2
Southwest
Southeast
North
PI Lending & Digital
PI Lending
Unsecured
Secured
PI Digital
Digital Sales
Mobrix
Customer Acquisition (IKES)
SME
SME Product Management
SME Lending
SME Daily Banking
SME Sales Support & Reporting
SE Business Tirana Area
SE Business North Area
SE Business South Area
Micro Regions
Daily Banking and Cards Business
Cards Business
Issuing
Acquiring
Daily Banking
Insurance
Investment & FX Product Manager
Scan & Go
Customer Experience & Development
Service Management
CRM

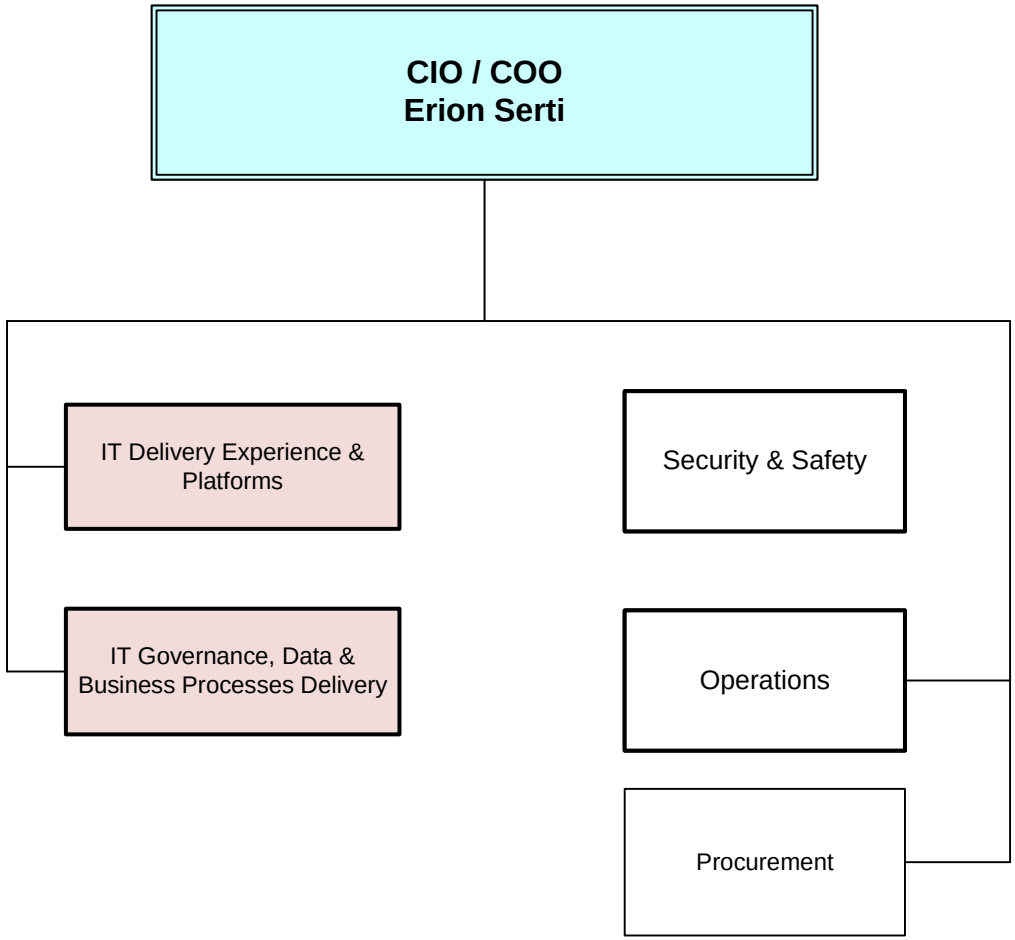

Board Member for Retail Banking
Vilma Bace
Daily Banking and Cards Business
Cards Business
Daily Banking
Scan & Go
Issuing
Acquiring
Insurance
Investment & FX Product Manager


Board Member for Retail Banking
Vilma Bace
Customer Experience & Development
Service Management
CRM
Customer Growth Coordinator

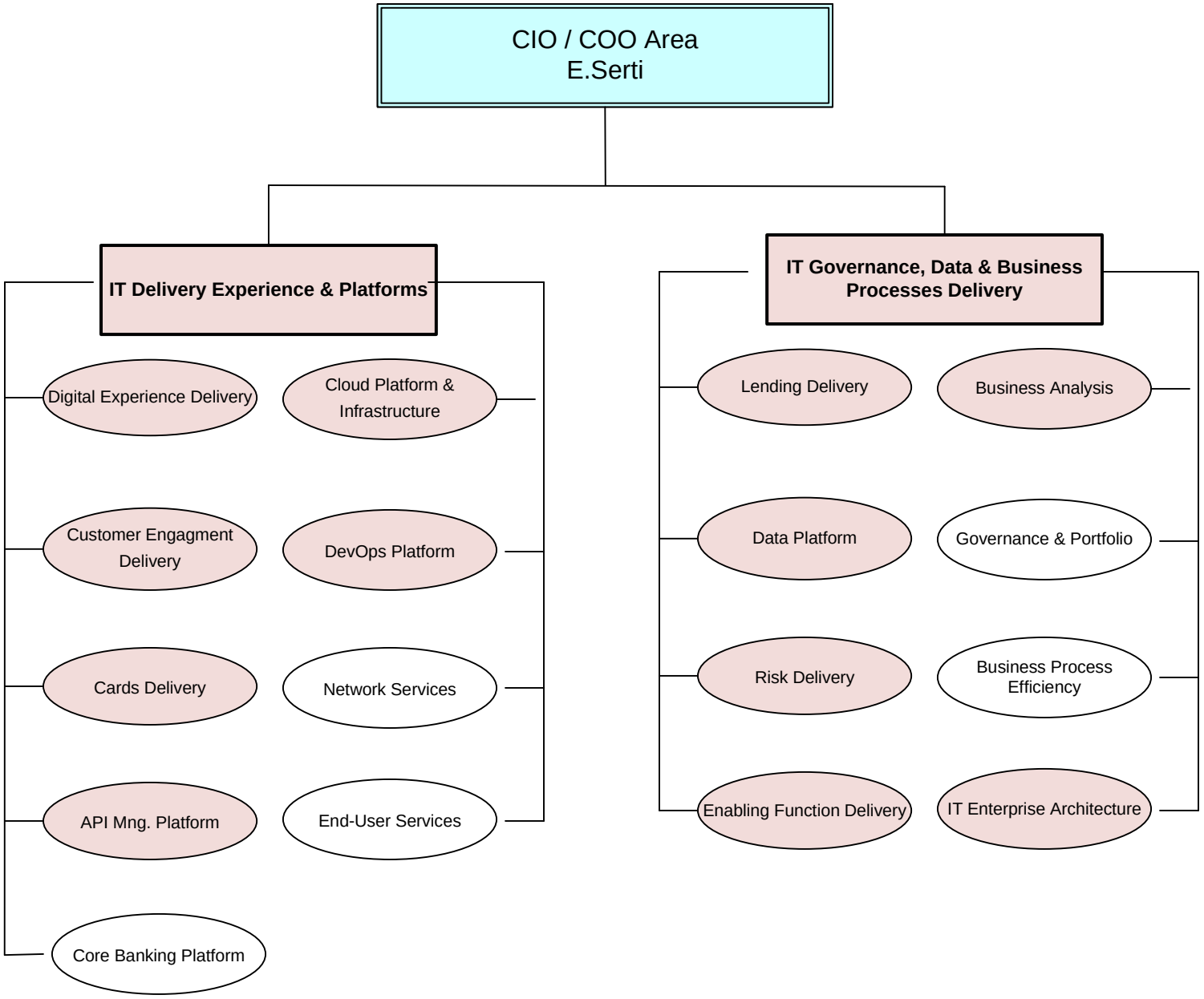

Board Member for Retail Banking
Vilma Bace
Sales & Distribution
5 Districts:
Tirana 1
Tirana 2
Southwest
Southeast
North
Network Quality & Support
Retail KYC & Branch Support
SFE, Sales Reporting & Analyses
Direct & Relationship Sales
Direct Sales
RSF Sales
POS Sales
Contact Center

Organizational Chart – Branch

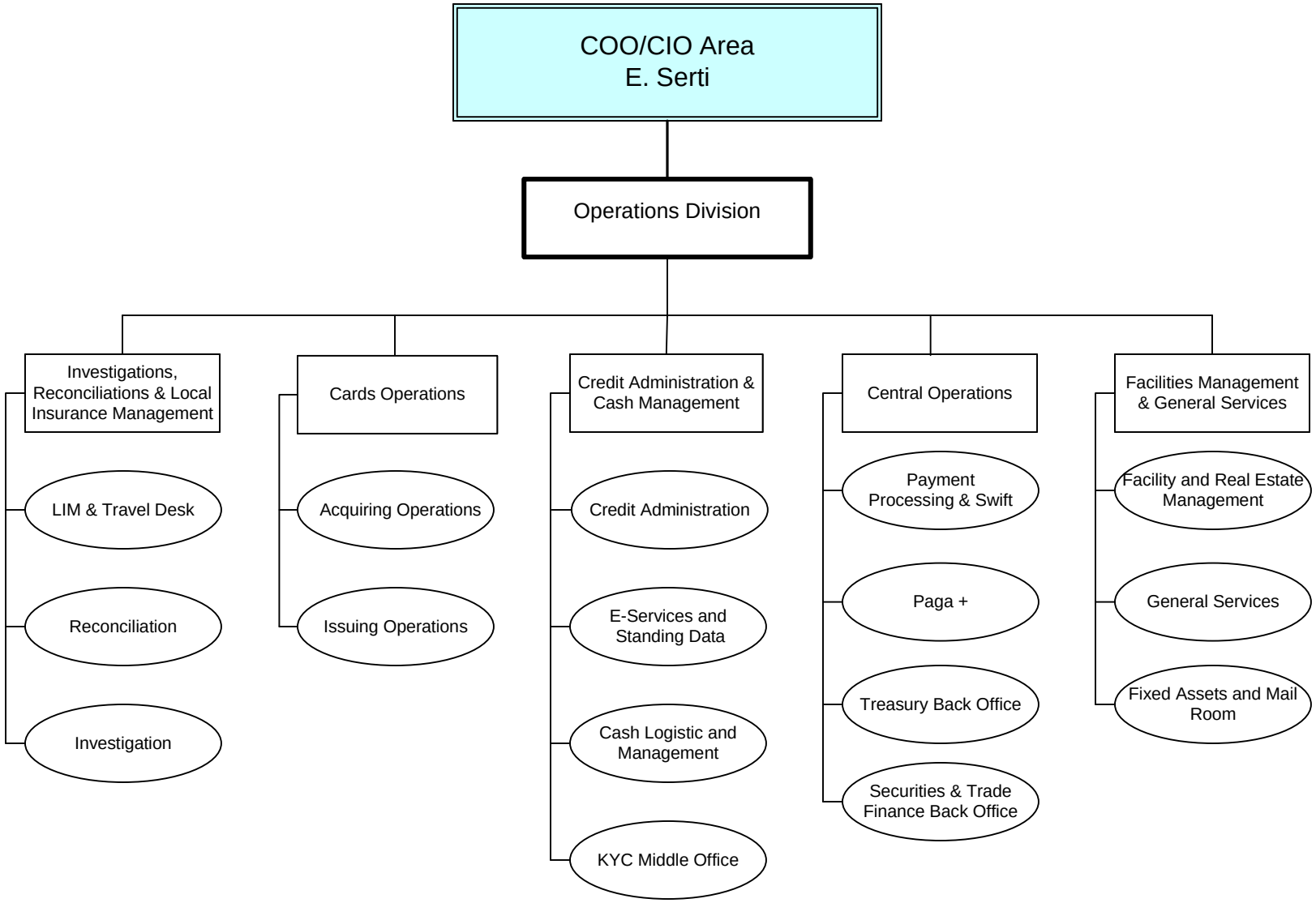


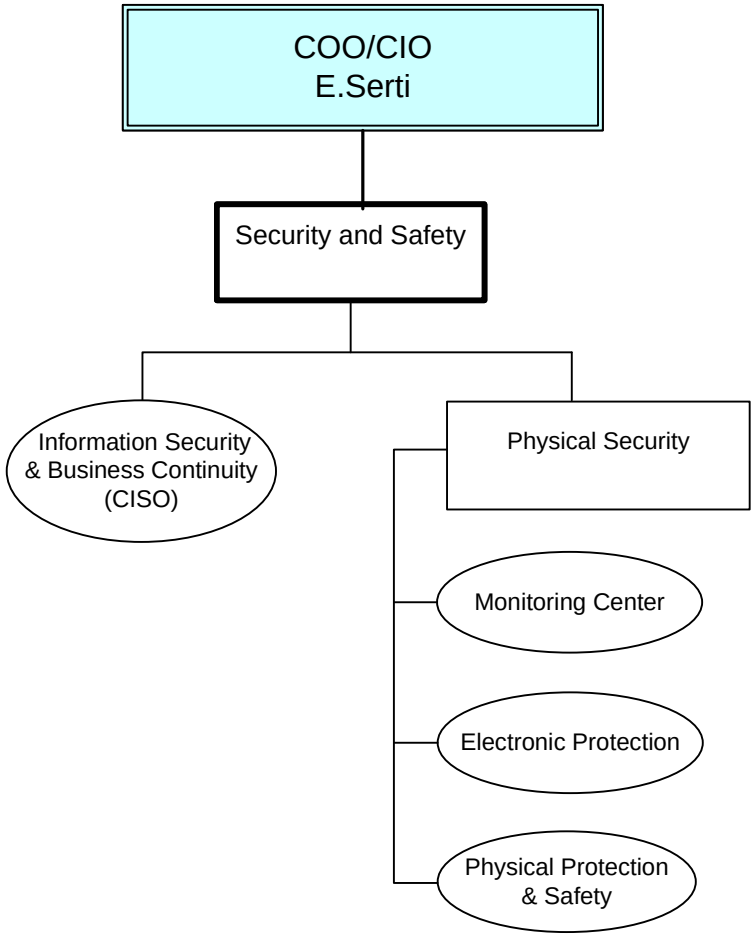

CIO / COO
Erion Serti
IT Delivery Experience & Platforms
IT Governance, Data & Business Processes Delivery
Security & Safety
Operations
Procurement

Organizational Chart – IT



Organizational Chart - Operations Division




COO/CIO
E.Serti
Security and Safety
Information Security
& Business Continuity
(CISO)
Physical Security
Monitoring Center
Electronic Protection
Physical Protection
& Safety