

FABIAN STENZEL



PROFILE

A proven leader in banking who has the passion and dedication to drive strategic ideas to success. 5 years in hands-on client relationship management and 15 years+ in management positions add up to relevant practical and strategic ingredients for successfully leading the retail business.

PROFESSIONAL EXPERIENCE

SINCE 04/2025 HEAD OF DIGITAL SALES & REMOTE
ERSTE BANK DER ÖSTERREICHISCHEN SPARKASSEN AG

- Responsibility for Digital Sales & Digital Marketing
- Remote Advisory Center
- Contact Center

08/2019 – 03/2025 HEAD OF RETAIL ÖSTERREICH
ERSTE BANK DER ÖSTERREICHISCHEN SPARKASSEN AG

- 1500+ employees
- Physical distribution network (79 branches)
- Remote Advisory Center
- Digital distribution

02/2016 – 07/2019 HEAD OF RETAIL DIVISION
RAIFFEISEN BANK INTERNATIONAL AG

- Retail segment with focus on affluent and private banking in 13 countries CEE, SEE and RUS (600m CM6)

04/2014 – 01/2016 HEAD OF RBI GROUP PRIVATE BANKING
KATHREIN PRIVATBANK AG (MEMBER OF RBI GROUP)

- Total Private Banking business of RBI Group (7 countries; back then Group PB managed out of Kathrein Privatbank AG)

04/2013 – 03/2014 HEAD OF RETAIL SALES
ERSTE ASSET MANAGEMENT GMBH

- Asset Management sales
- Product innovations for Asset Management

MANDATES

07/2021 – 03/2025
Tiroler Sparkasse Bank AG
Member of the supervisory board

07/2022 – 06/2025
Salzburger Sparkasse Bank AG
Member of the supervisory board

SINCE 06/2021
s ServiceCenter GmbH
Chairman of the supervisory board

SINCE 05/2021
Sparkasse Hainburg-Bruck-Neusiedl AG
Member of the supervisory board

01/2021 – 12/2023
s Real GmbH
Member of the advisory board

06/2018 – 07/2019
Raiffeisen Bank Bulgaria
Member of the supervisory board

06/2018 – 07/2019
Priorbank JSC Belarus
Member of the supervisory board

06/2017 – 07/2019
Raiffeisen Bank Hungary
Member of the supervisory board

PROFESSIONAL EXPERIENCE

04/2011 – 04/2013 GROUP PRIVATE BANKING SPECIALIST

ERSTE GROUP BANK AG

- Implementation of solutions to enhance a sustainable financial performance
- Introduction of new Group Privat Banking products and quality standards

09/2007 – 03/2011 DIRECTOR ERSTE PRIVATE BANKING

ČESKÁ SPOŘITELNA A.S. / CZECH REPUBLIC (MEMBER OF ERSTE GROUP BANK AG)

06/2004 – 08/2007 PRIVATE BANKER

SALZBURGER SPARKASSE BANK AG

01/2002 – 05/2004 PORTFOLIO MANAGER

OWF 21 AG / SWITZERLAND

01/2001 – 01/2002 EQUITY TRADER

MIDAS TRADING HOUSE PLC, SPAIN

06/1999 – 01/2001 EQUITY MARKET MAKER

RAIFFEISEN ZENTRALBANK AG (RZB)