



Amazingly Better Choice

ABC BANK LTD

EXCITING CAREER OPPORTUNITY

ABC Bank is a leading Commercial Bank that has been in existence for the last 33 years. The Bank is seeking to recruit a dynamic, creative, self-driven and highly motivated experienced professional with a good knowledge of SME Banking

POSITION: RELATIONSHIP MANAGER – SME BANKING (4 POSITIONS)

The job holder will be responsible for ensuring growth in SME asset book across bank while managing business performance of supply chain, Trade Finance and SME.

REPORTS TO: HEAD OF SME BANKING

Key Responsibilities:

- Enhancement of wallet share for every client
- Direct and thorough references, enhancement of SME business.
- Enhance sales in all other third party products for free based earning.
- Preparing and implementing sales plan/activities to acquire, expand and retention of profitable relationships.
- Identifying and evaluating potential customers' financial and services needs and recommend products/ service offerings in liaison with Product Development Manager.
- Identifying Developing new potential Business Relationships
- Planning and Implementing campaigns for sales promotions
- Providing timely and value added services across ABC Banks clientele, initiate and follow through partnerships and Networking with branches and Head Office Credit
- Provide Relationship Management on matters regarding supply chain and SME between Branches and Head Office.
- Responsible for the actual preparation of credit application and supporting loan documentation – Credit Origination Fulfillment.
- Carry out branch visits in your area in the course of your calling programs as a matter of courtesy to gather intelligence on what the competition is doing in order to remain relevant in the market.
- By Monitoring all loan facilities in the portfolio on daily basis against set parameters
- Manage day to day SME Portfolio of the Bank under guide of Head of SME Banking
- Maximize revenue generation and Margins for the bank

Minimum Qualifications, Knowledge, Experience & Key Competencies

- Bachelor's Degree or Masters in Business related or equivalent.
- At least 5 years' experience in a similar role with a track record in establishment and management of banking solutions.

- Diploma in AKIB will be an added advantage.
- Knowledge in Credit Analysis and Monitoring, financial accounting as well as general knowledge of Banking policies and Procedures.
- Excellent interpersonal and communication skills.
- Strong sales skills.
- Ability to work under minimum supervision.

If you believe you meet the above requirements, send your application together with a detailed CV indicating how your experience matches the position requirements and indicate current position, current salary, names and contacts of three referees.

Please send your application on or before 18th December 2018 on the following address recruitment@abcthebank.com Please put the position applied for as the subject of the email.

Only short listed candidates will be contacted. Canvassing will lead to automatic disqualification.