



## **JOB ADVERTISEMENT**

<b>Position:</b>	<b>Relationship Manager – Corporate Banking</b>
<b>Department:</b>	<b>Corporate Banking</b>
<b>Job Grade:</b>	Band 5
<b>Position Location:</b>	Head Office
<b>Reports to:</b>	<b>Head of Corporate Banking</b>
<b>No. of Vacancies:</b>	One (1).
<b>Closing Date:</b>	June 16, 2017.

**Purpose of the Position:** Direct, control and co-ordinate all banking, lending and operations associated with the assigned portfolio of accounts with the intention of monitoring acceptable credit risk and maximizing the bank's return from each client.

Identify, cultivate and develop business relationships with clientele from the bank's target market.

### **Key Result Areas and Responsibilities**

- Assess and recommend high quality credit facilities for clients and potential clients.
- Identify and develop new business proposals efficiently and expeditiously to ensure that potential new business opportunities with existing and new clients are not lost to competitors
- Initiate and monitor Customer/Bank contact at all levels for assigned clients to ensure highest standards of service are maintained.
- Generally ensure continued safety of advances by regularly auditing all security documentation and inspecting assets charged
- Train, direct and motivate assigned staff (relationship officers and corporate support officers) in order to assist in meeting customer requirements and to increase their efficiency, competence and productivity
- Sourcing of market information and monitoring of product development and pricing of competitors and assisting in development of innovative financial packaging for clients, to counter competitive pressures.
- Collect and analyse vital data on client's i.e. annual reports, management accounts, interim reports, industry reports and all press cuttings e.t.c. to acquire in-depth knowledge which will enable you to act as adviser to management on all aspects of assigned accounts relationships
- To act as efficient back up for assigned back-up relationships.
- Cross sell all bank products in particular Cash Management, Treasury and Trade products.



## **Job Specifications**

### ***Academic Qualifications:***

Any Degree from a recognized university

### ***Professional Qualifications:***

A Master Degree in Business Administration (MBA) is an added advantage  
Professional Banking qualifications

### ***Experience:***

At least 3 years banking experience in sales, relationship management or credit.

### ***Skills Required:***

#### *Technical skills*

Understands how to interpret financial statements and capable of generating a detailed credit appraisal.

### ***Listening***

Encourages and seeks to understand other view points and perspectives

Attuned to all possible sources of useful information

### ***Personal attributes***

#### *Intellect:*

Applies business acumen and technical financial skills to the overall management of the performance management and development platforms.

### ***Personality***

- **Observant-** Is in touch with change in the local environment, quick to identify potential opportunities
- **Affiliates-** Shares with and consults others, enjoys working in a collaborative context
- **Critical -**Analytical skills and ability to probe and identify opportunities
- **Level headed-** Should be able to handle rejection and deal with difficult customers
- **Assertive-** Will put forward an idea or view despite opposition
- **Persuasive-**Enjoys selling, convincing with arguments, negotiates, changes the opinions of others
- **Flexible-** Is open to and is able to cope with change, is able to deal with ambiguity as a result of change
- **Decisive-** weighs things up quickly, is prepared to take risks
- **Socially confident-** At ease with meeting people, knows what to say and is quick to establish rapport
- **Resourceful –** Finds practical ways to solve issues



Application letter and CV only should be emailed to [HR@NC-bank.com](mailto:HR@NC-bank.com), not later than June 16, 2017. Attachments **MUST** be in one PDF document and not exceeding 5MB size. Only Shortlisted candidates will be contacted. If you do not hear from us by 25<sup>th</sup> June 2017, consider your application unsuccessful.