



Position: Manager Transactional Banking
Department: Transactional Banking
Position Location: Head Office
Reports to: Executive Director
No. of Vacancies: One (1)

Job Summary: The Manager Transactional Banking is responsible for driving development and uptake of Transactional banking products and services across the bank through availing products, services, solutions and channels that deliver both the required customer experience and revenue to the bank. The Manager will be responsible for the supervisor and management of the units of Cash Management, Trade finance and Agency Banking.

Key Duties and Responsibilities:

1. Strategy; Develop and implement a strategy to grow transactional banking revenue through the different products, services and channels so as to deliver the revenue targets, liaise with the different business units to sell transactional banking services and products to our customers.
2. Business Development: Drive the growth of Transactional Income through marketing, selling of transactional banking solutions to the identified customers ensuring high quality customer experience and to maximize transactional banking revenue.
3. Product development. Oversee product re-engineering and new product development, rollout customized transactional banking solutions to drive revenue growth through cash management services, Trade finance and Agency banking channels.
4. Continuously review market trends, develop and in depth understanding of the financial services market to ensure the bank is always at the cutting edge of its product and service offerings through suitable product offering, excellent service and solutions for clients.
5. Risk and Governance: Develop a Transactional banking risk management framework to ensure that all activities are within both the internal and external statutory and regulatory requirements. Carry our regular risk control self-assessments to ensure adherence to all regulatory and legal requirements in relation to operations.

6. Leadership and Management: Provide clear leadership and direction to the Transactional Banking team that includes Cash management, Trade finance and Agency Banking. Ensure performance management is carried out to drive staff engagement to achieve desired departmental/unit targets. Carry out regular up skilling of staff in regards to product knowledge and sales skills to meet the market needs

7. Reporting and Business Analytics .Ensure timely and accurate reporting of the performance of the transactional banking unit to the relevant stakeholders to guide decision making. Champion the use of business analytics to drive product development, channels service implementation and

Job Specifications:

Academic Qualifications & Work Experience:

- A Bachelors' degree preferably in Business Management, Commerce, Accounting, Economics or Finance.
- At least 5 years work experience in Business Banking in a managerial role
- Experience in Transactional banking products sales and Customer service
- General Banking Operations
- Experience in relationship management and service delivery.

Technical Skills:

- Ability to develop plans and initiatives for the business in order to drive tangible business objectives – retention, acquisition and revenue growth.
- Ability to drive business sales of products, services and solutions to expected levels.
- Strong research and analytical skills – able to address the needs of customers and develop meaningful products and services to leverage those needs
- Budgeting management skills and proficiency
- Demonstrated ability to elevate existing business to higher levels of performance (a track record of success)
- Computer literate with proficiency in computerized financial analysis applications.
- Industry knowledge: Basic knowledge of the financial sector, Government securities investment, International Trade Finance opportunities, Cash Management opportunities and solutions
- Analytical business and investment appraisal Skills: Keen to detail and able to conceptualize financial investment proposals and provide viable solutions.

Administrative Skills:

- Experience and success in leading sales teams to achieve set performance targets
- Excellent verbal and written communication skills.

Applications should be emailed to HR@nicgroup.com not later than **November 23, 2018**. **Only successful candidates will be contacted.**