

Deputy Manager - Corporate Banking

 Closing Date: 10th November 2022

Job Profile

- Assist the Senior Manager – Corporate Banking to manage and grow the assigned corporate asset and liability portfolio and maximize the income generation and share of wallet.
- To expand the existing customer portfolio by adopting efficient sales strategies. Identify and market new corporate clients and negotiate corporate financing packages for respective clients in accordance with the guidelines specified by the Bank with regard to risk management, interest rates and tariffs.
- Carry out detailed analysis of credit proposals and preparing reports for approval by the relevant credit approving authority.
- Ensure the portfolio and all lending transactions comply with the highest credit standards and the Bank's credit policy and guidelines.
- Ensure minimum / zero non-performing loans within the Corporate Business Asset Portfolio assigned to the team.
- Facilitate cross-selling of Bank's products and services among corporate clients of the portfolio.
- Assist the team in managing day to day activities relating to the portfolio and advise on matters pertaining to risk and reward of the portfolio.
- Meeting the clients on a regular basis and maintaining a close business relationship on behalf of the bank and acting as an intermediary between the bank and the corporate clients, to ensure specified service standards.
- Achieve operational efficiency and compliance with all regulatory guidelines/internal policies
- Pro-actively manage risks and excess on portfolio and ensure highest credit standards

Special Skills

- Excellent communication and interpersonal skills
- Basic knowledge of MS Excel, Word & PowerPoint
- Understanding of trade financing, treasury products and excellent knowledge in operational aspects of the bank

Experience & Qualifications

- 4- year experience in the Financial / Banking sector with exposure to Marketing / Sales
- Full qualification in Banking or CIMA/CIM/ACCA/ACA/CFA Or completion of an acceptable Degree Programme