

Relationship Manager Mid Corporate

The job holder will be responsible to Manage the portfolio of Business Banking Mid –Corporate working capital assets/Term financing/ Liabilities assigned, whilst ensuring profitability

The Job

- ✓ Market and Initiate new relationships and capturing profitable business opportunities to grow the Business Banking mid corporate portfolio with the support of Branches
- ✓ Preparation and successful evaluation of detailed credit proposals to be approved by the relevant authority
- ✓ Negotiating and structuring of working capital/term facilities for Business Banking mid corporate clients
- ✓ Operate within risk management guidelines set out in the credit policy of the bank, whilst ensuring proper approvals with maintaining the risk at a manageable level
- ✓ Maintain relationships through frequent visits/discussions in order to enhance the awareness of clients' business operations, Industry and related new developments
- ✓ Achieve financial budget in terms of Revenue, Deposit and Loan volumes
- ✓ Communicating with the customers on a daily basis on transaction processing
- ✓ Collecting financial and other background information relating to the client
- ✓ Timely preparation of Credit Reviews
- ✓ Conducting client visits accompanied by Trade / Treasury representatives
- ✓ Maintain minimum NPL exposure
- ✓ Communicating and negotiating with other departments/ branches on behalf of different customer requests

Applicant profile

- ✓ Possess around 5 years of banking experience with exposure to credit
- ✓ Part qualified in CIMA, ACA, ACCA, IBSL or Bachelor's degree in Commerce, Finance, Management, Economics, Banking or related field
- ✓ Demonstrate communication, interpersonal, analytical and marketing skills
- ✓ Demonstrate strong leadership, negotiation and report writing skills
- ✓ Ability to work under pressure

The position is at Associate Manager/ Deputy Manager levels

Please login to <https://www.ndbbank.com/careers> to apply on or before **01st August 2023**

We will correspond only with the shortlisted applicants

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Vice President
Human Resources