

Senior Relationship Manager Wholesale Banking

The opportunities are available for dynamic and talented candidates to hold the positions of Senior Relationship Manager / Relationship Manager in a well - established Wholesale Banking Unit of the Bank, to take a responsible position in managing a diversified portfolio of Wholesale Banking Clientele, whilst harnessing new relationships. In doing so he / she will be responsible to

The Job

- ✓ Manage a portfolio of Wholesale Banking Clientele with the right balance of Risk and Rewards
- ✓ Achieve targeted Balance Sheet and P&L growth in line with overall Wholesale Banking growth aspirations
- ✓ Grow the Wholesale Banking portfolio in number through acquisition of new clients
- ✓ Manage operational aspects of Accounts through strong relationship skills with the assistance of Account Officers, including periodic review of risk assessment of facilities, based on a target business relationship strategy
- ✓ Maximize client wallet through Cross Sell opportunities within the Group

The Person

- ✓ The right candidates should possess around 10 years of banking experience out of which around 6-8 years should be related to Credit in a Wholesale Banking environment
- ✓ Be fully qualified with a suitable academic or a professional qualification in Banking and / or Finance
- ✓ Possess strong analytical skills together with excellent communication and report writing skills
- ✓ Be a team player who works towards common goals, demonstrating strong Relationship Management, Marketing and Negotiation skills

Position is at Manager Grade.

Please login to <https://www.ndbbank.com/careers> to apply on or **before 11th September 2023**.

We will correspond only with the shortlisted applicants.



"We are an equal opportunity Employer"

Vice President
Human Resources



The future is banking on us