

MANAGER / SENIOR DEPUTY MANAGER TRADE SALES – TRANSACTION BANKING

THE JOB

- To drive the strategy of the entire Corporate Banking Trade client portfolio to achieve the Balance Sheet & P&L targets.
- Drive for business growth and facility utilization of an assigned Corporate Banking portfolio of trade clients
- To develop business plans for the identified potential clients in the portfolio by providing trade solutions to maximize the “share of wallet” of the client with an acceptable “risk-return” criteria
- Visiting and calling 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
- Work in close coordination with Cash Management Sales to provide clients with holistic solutions across Transaction Banking
- Provide accurate management information and timely submission of weekly and monthly reports
- Be the eyes and ears of the market developments to be the first mover in securing deals across Trade Finance

THE PERSON

- Be qualified in Banking, Finance or Business Management or with an equivalent professional/ academic qualification
- 10 Years of banking experience with 8 years of trade finance experience in trade sales, trade client services or trade transaction processing
- International Chamber Of Commerce (ICC) Trade Finance qualifications would be an added advantage
- Excellent relationship management and sales skills with the ability to meet sales targets within the assigned portfolio
- Strong command of MS Office product suite, particularly Word, Excel and PowerPoint
- Strong Organizational and time management skills, with an ability to effectively prioritize and meet critical deadlines
- Sufficient knowledge of the market/trends, competitive environment and regulatory requirements

Please login to <https://www.ndbbank.com/careers> to apply on or before 5th February 2024.

We will correspond only with the shortlisted applicants
“We are an equal opportunity Employer”



The future is banking on us

Vice President Human Resources