

RELATIONSHIP MANAGER – PROJECT FINANCE (MANAGER /SENIOR DEPUTY MANAGER)

Harness an existing portfolio of clients while on boarding new good clients with a view of achieving profitability and balance sheet targets at individual level while complying with all internal and regulatory policies and guidelines while ensuring high level of portfolio quality to achieve an acceptable level of risk and rewards

THE JOB

- To formulate strategies and to execute business plans in line with the Team's strategy, in order to achieve the set targets at individual level Soliciting, structuring, and executing of long-term financing initiatives to meet the target assigned
- Structure term financing to projects/customers to suit project / customers to suit project cash flows while being in line with bank's norms on leading and credit policies such as assets cover, debt servicing capacity, minimum targeted returns, exposure limits, etc
- Build and develop relationships with Development Finance Institutes (DFIs) Investment Banks and other International/Local Financial Institutes , Regulatory authorities, banks security agents and legal counsels, in order to manage bilateral and syndication Loans
- Ensure that all projects under implementation (except for offshore) are visited and project Finance Engineer's opinions are obtained with regard to the technical and costs aspects of projects so as to ensure projects so as to ensure projects being implemented within agreed time framework and estimated costs
- Ensure regular recoveries on due dates, closely follow up on stressed clients and initiate necessary recovery actions when needed
- Review and LRM responses to be submitted as per the specific time lines and internal processes

THE PERSON

- Possess a Bachelor's degree related to Finance & fully qualified in CA/CIMA/ACCA or Equivalent
- Minimum 10 years of overall banking experience out of which minimum 03 years' of Credit Related Experience in a competitive banking
- Analytical skills and the ability to understand the dynamics of the businesses through financial data
- Understanding about specific industry dynamics
- Strong communication, presentation and interpersonal skills
- Good Planning & Organizing Skills
- Ability to pay attention to details & be accurate

Please login to <https://www.ndbbank.com/careers> to apply on or before 15th April 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