

# RELATIONSHIP MANAGER – WHOLESALE BANKING

Managing the portfolio of corporate working capital assets/liabilities assigned, whilst ensuring profitability. Market and initiate new relationships and capturing profitable business opportunities to grow the commercial banking portfolio

## THE JOB

- Financial growth in terms of revenue, Deposit and Loan volumes in comparison to laid down budgets
- Identifying /targeting prospective clients.New customer relationships to be established with a minimum annual revenue potential
- Achieving minimum cross sell revenue to other Business units & Ensuring maximum utilization of existing customer portfolio
- Communicating with the customers on a daily basis on transaction processing
- Preparing approval paper for temporary facility requirements of the clients
- Structuring of facilities and carrying out the detailed analysis of the clients /proposal covering financial market industrial and economic aspects
- Collecting financial and other background information relating to the client & Timely preparation of Credit reviews
- Reporting any significant development and initiating remedial action if required & Conduct customer survey
- Manage portfolio within the risk appetite and internal controls of the bank
- Daily monitoring of high risk graded corporate client facilities and taking steps to expedite settlements
- Analyzing w/c cycles ,identifying trends ,stress signals,recognising specific risks and initiate corrective measures with a second way out where relevant and rehedulement of facilities where appropriate
- Ensure that all credit controls /procedures are in place for all excesses /over dues monitoring on a daily basis

## THE PERSON:

- Possess a Bachelor's degree related to Finance & fully qualified in CA/CIMA/ACCA or IBSL
- Possess 5 -6 years' of experience in Banking/ Finance with exposure to credit
- Strong communication, presentation and interpersonal skills
- Good Planning & Organizing Skills
- Ability to pay attention to details & be accurate
- Should be a team player who work towards common business goals

Position is at Deputy Manager Level

Please login to <https://www.ndbbank.com/careers> to apply on or before 27<sup>th</sup> May 2024

We will correspond only with the shortlisted applicants



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"We are an equal opportunity Employer"

**NDB bank**

The future is banking on us

Vice President Human Resources