

# 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. In doing so he / she will be responsible for the following;

## THE JOB

- **Market and Initiate new relationships and capturing profitable business opportunities to grow the Business Banking mid corporate portfolio with the support of the Regional Teams and 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 with a well-focused approach on improving Transactions, Quality and Margins (TQM)**
- **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.**

## THE PERSON

- **Should possess a full professional / academic qualification in the field of Banking, Finance, Business, Commerce, Accountancy or any other related field.**
- **Possess around 8 years of banking experience with minimum of 3 years of experience in 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.**

The position is at Deputy Manager Level.

Please login to <https://www.ndbbank.com/careers> to apply on or before 13<sup>th</sup> November 2024.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President Human Resources