

ASSOCIATE MANAGER / EXECUTIVE TRANSACTION BANKING – TRADE SALES (REGIONAL)

The job holder is responsible in assisting the Head of Trade Sales, Transaction Banking (TB) in executing TB strategy for Trade Finance in Business Banking/SME. Further for Business Development and implement operational plans for sustainable profitable growth of the allocated region through Transaction Banking solutions in adherence to all internal policies and regulatory requirements in a professional manner

THE JOB

- To drive the strategy of the allocated Region Business Banking to achieve the Balance Sheet and P&L targets.
- To develop business plan for BB/SME potential clients capturing all existing and potential solutions and business channels of the Bank to maximize the “share of wallet” of the client with acceptable “risk-return” criteria.
- Take responsibility for implementing strategies to grow FEE, FX & INTEREST based revenue on Trade Finance solutions.
- Engage with the respective Regional Managers, Branch Managers, RMs to increase Trade Finance Limit utilization to drive Business and increase the usage of Working Capital Solutions to grow revenue.
- Drive digital penetration levels with high concentration on transactional clients for Trade.
- Be the eyes and ears of the market developments to be the first mover in securing deals on Trade Finance.
- Provide clients with holistic solutions across Transaction Banking.

THE PERSON

- Possess a Bachelor’s degree in Banking / Finance or equivalent professional qualification such as CIMA or ACCA.
- Possess minimum 5-7 years’ of Trade Finance experience across Imports, Exports and Guarantees, with direct exposure in Structuring of Trade Finance solutions for Business Banking Clients.
- Possess an intermediate level understanding of Trade Finance’ involvement with Correspondent Banking, Cash Management and Online Banking solutions.
- Possess effective communication and presentation skills.
- Possess excellent relationship management and negotiation skills.

Please login to <https://www.ndbbank.com/careers> to apply on or before 10th January 2025.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



NDB bank

The future is banking on us

Vice President Human Resources