

# Exciting Career Opportunities

## Relationship Manager – Learning Institutions

**Reporting to: Head of Business Banking**

**Business Unit: Corporate Investment & Business Banking**

**Location: Lusaka**

### Job Purpose

Will be the key contact person in relation to all issues relating to the E-Payments products. The personnel will also be responsible for managing, learning Institutions and partnerships to do with the e-payment product.

### Responsibilities

- Deliver exceptional sales performance by identifying and meeting the sectors needs
- Achievement of strategic objectives
- Manage the Relationship between the Bank and the provider of E-Payment System for Learning Institutions
- Coordinate the sales drives for the E-payment solution.
- Engage with parents /guardians/ students through marketing drives for more usage of the products
- Drive the segment value proposition, through up-selling and cross selling all Bank Products, Raise visibility of the Bank.
- Market penetration: source for more

learning Institutions, establish Sales opportunities and pursue them.

- Responding to specific client enquiries in a manner and style consistent to the Bank's approach.
- Responsible for relationship nurturing and establishing and monitoring a pre-defined portfolio.

### Candidate Requirements

- Grade 12 School Certificate with 5 credits including English and Mathematics
- Relevant degree in Business Administration, Marketing and / or Sales
- Written and verbal communication
- Customer service, problem-solving, and active listening skills
- Word processing, desktop publishing, graphics and video software; use of multi-line phone systems, copiers, and scanners
- Proficiency in MS Office (Word, Excel, Power point and Outlook).
- 3+ years' experience in a similar role

Interested Applicants who meet the job requirements should email their CV's to e-mail address [jobs-zm@bancabc.com](mailto:jobs-zm@bancabc.com). Please note that only shortlisted candidates will be contacted. Clearly state the position you are applying for as the subject. Closing date: Monday, 25<sup>th</sup> November, 2019