

# Exciting Career Opportunities

## Relationship Manager

**Reporting to:** Head of Business Banking

**Business Unit:** Corporate Investment Banking

**Location:** Lusaka and Livingstone

### Job Purpose

To originate new business, retain and grow current business and identify opportunities to cross and up-sell the bank's products and services in line with strategy to deliver profitable, sustainable revenue growth.

### Key Outputs & Responsibilities

#### 1. Achievement of revenue and profitability targets

- Continually identify and implement opportunities to source new business (e.g. through cold calls) and build and maintain productive client relationships

#### 2. Portfolio management

- Review CIB client account reports and analyse account activity (daily)
- Stay abreast of global financial markets headlines and Fx and interest rate movements (daily)
- Manage portfolio risk through proactive credit, collateral and excess management Ensure in-country teams perform annual reviews of the Preferred Supplier List to ensure the supplier base complies with the bank's screening and other risk management requirements

#### 3. Risk and compliance management

- Proactively manage credit facilities to ensure adequate limits are in place, regularly engaging with Credit to address problematic exposures, especially those of the special mention

watchlist

- Work with CSC and ARM's to ensure clients are fulfilling their facility covenants; take appropriate action to address breaches
- Stay abreast of upcoming regulatory changes to be able to minimise the impact thereof
- Ensure prompt remediation of risk, internal audit and external audit findings

#### 4. Stakeholder Relationship Management

- Liaise with support departments to ensure Retail and Business Banking needs are met within agreed SLA's and to manage and resolve issues as they arise
- Participate in local industry and other external forums to stay abreast of opportunities, professional developments and external best practice

#### 5. Effective teamwork, self-management and alignment with group values

- Champions positive working environment and productive team

#### Education Requirements

- Grade 12 School Certificate with 5 credits including English and Mathematics
- Relevant business degree
- Experience, Skills & Knowledge
- 5 + years' in a similar role and relevant industry
- Added advantage: a candidate that possesses business banking experience with substantial exposure to all aspects of business relationship management
- Proficiency in MS Office Word (Word, Excel, Powerpoint and Outlook)

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

**Reshaping African Banking**