

Exciting Career Opportunities

Business Banking Managers x 2

Reporting to:
Head of Business Banking

Business Unit: Corporate
Investment Banking

Location: Lusaka & 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

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, power point and outlook)

Interested Applicants who meet the job requirements should email their CV's to e-mail address 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: Thursday, 30th July, 2020**

Reshaping African Banking