

Exciting Career Opportunities

Client Portfolio Manager

Reporting to: Head of Asset Management

Business Unit: Asset Management

Location: Lusaka

Job purpose

To communicate our investment process and fixed income market conditions while building superb relationships with clients, investment consultants, and prospects. A solid understanding of the fixed income business and several years of related client service, marketing or portfolio management experience is required.

Responsibilities

Financial Management

- Growth total funds under management by on boarding new clients as well as increasing investment allocations from the existing clients.
- Achievement of revenue targets and objectives, including cost savings, within agreed deadlines

Strategic Execution

- Translate the business strategic direction into operational plans that could be executed within the performance period.
- Understand markets and IR+M process, products, strategies and designated client business and portfolio issues

Customer Service

- Build superb and trusted relationships with investors, investment consultants and prospects.
- Managing client relationships, managing and

rebalancing client portfolios and generating new business

- Hold regular Webinar Conversations with the portfolio clients to run them through the performance of the Funds and provide additional guidance on any other investment prospects.

Governance, Risk and Compliance Management

- Ensure ongoing adherence to regulations, internal policy and process standards

Internal and External Stakeholder Engagement

- Interact with support areas, consultants and third party suppliers to provide assistance where required to facilitate the achievement of business goals

Education Requirements

- Grade 12 School Certificate with 5 credits including English and Mathematics
- Relevant finance degree, e.g. CA (SA) /CFA /Banking Certificate, Masters Degree is an added advantage
- 3+ years' experience in a similar role, knowledge of financial analysis and high business acumen will be an added advantage
- Proficiency in MS Office (Word, Excel, Power point and Outlook).

Interested Applicants who meet the job requirements should e-mail their CV's to jobs-zm@bancabc.com. Only shortlisted candidates will be contacted. Be sure to include the job applied for in the subject field. **Closing date: Monday 31st August, 2020**

Reshaping African Banking