

Business Development Manager at KCB Bank Kenya

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Kenya Commercial Bank Limited is registered as a non-operating holding company which started operations as a licensed banking institution with effect from January 1, . The holding company oversees KCB Kenya – incorporated with effect from January 1, – and all KCB’s regional units in Uganda, Tanzania, Rwanda, Burundi, Ethiopia and South Sudan. It also owns KCB Insurance Agency, KCB Capital, KCB Foundation and all associate companies. The holding company was set up to among other things to enhance the Group’s capacity to access unrestricted capital and also enable investment in new ventures outside banking regulations, achieve operational and strategic autonomy for the Group’s operating entities and enhance corporate governance across the Group and oversight in management of subsidiaries.

Summary

The job holder is responsible for driving resource mobilization through the development, preparation and submission of high-quality proposals and concept papers, as well as pitches and presentations. This role is accountable for identifying opportunities for development of proposals for programme funding, scanning the donor environment for new funding opportunities (project and programme funding) and where applicable, gathering and synthesizing information about prospective partners and competitors.

Key Responsibilities

Provide leadership in Institutional resource mobilization and fund raising across KCB Foundation, regional offices including subsidiaries.

Development and submission of high-quality fundraising proposals, concept papers and pitch presentations to donors and other partners.

Coordination of efforts and knowledge management aimed at winning new business.

Maintain an informatics system that monitors and updates on the funding and opportunity pipeline, and lead pipeline and information management to drive informed decisions on future opportunities.

Review proposals and pitch materials for compliance and soundness with donor requirements as well as adherence to KCB Foundation and Group policies and procedures.

Scope and identify opportunities for funding.

Lead the development of appropriate processes, tools and templates (e.g. Capability statements, Past Performance References) to be used for resource mobilization.

Support programs and business units to develop and implement resource mobilization strategies.

Provide technical training and capacity building to countries, staff and project implementation teams on resource mobilization, intelligence gathering, proposal writing to develop high quality proposals.

Lead the diversification of sources of funding in coordination with social enterprises, government and private sector.

Support programs and business units to develop and roll out technical and resource mobilization strategies.

Liaise with partnerships and policy and advocacy teams, working together to engage critical stakeholders and generate leads for new/enhanced program funding.

The Person

For the above position, the successful applicant should have the following:

University Degree from a recognized institution.

Master's Degree in Business Administration/ Marketing/ Project Management or Related Field will be an added advantage.

8 years' experience in Fundraising; Donor engagement & reporting;

5 years' experience in Proposal writing; Programme design & management; Grant management

4 years' experience in People management;

3 years' experience in Research;

2 years' experience in Monitoring & evaluation.

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