

Business Development Manager-Mortgage Business & Partnerships at HF Group

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Housing Finance Company of Kenya was incorporated as the premier mortgage Finance Institution in Kenya licensed under the Banking Act with the CDC and the GoK owning 60% and 40% respectively.

Overall Job Purpose

Drive the Mortgage Business proposition through acquiring new business, deepening the Mortgage business portfolio and building strategic partnerships leading to increased utilization of products.

Principle Accountabilities

Maintain and grow the existing mortgage business customers through enhanced relationship management.

Work closely with the HFDI (Development and Investment subsidiary) team to leverage its distribution and deliver solutions across the country

Constantly engaging signed-up partners to ensure maximum uptake of solutions

Ensure % participation in product promotional activities, customer events, and scheduled product clinics.

Increase product uptake in the existing, Retail, Commercial, Business Banking & Institutional Banking customers base.

Planning and preparing client presentations: A large part of the role will be to communicate

clearly to prospective clients the solutions that the bank offers. The target group would be large corporates, SMEs, and individuals, and the presentations should be suited to the right target group

Achieve the set asset targets in terms of volume and value

Identify and manage strategic partnerships that are value adding to the customers and the company.

Ensure product knowledge is embedded in the Relationship team i.e. Soft skills, product knowledge, selling, and operational skills, and promote a culture of performance, belonging, and ownership amongst the colleagues.

Manage and coordinate Property Solution Centre customer support from customers sign ups to completion of sales transaction.

Work closely with branch and mortgage teams to ensure referrals are generated and customers are offered appropriate solutions.

Generate market intelligence reports with a view to improve the company's offering.

Minimum Qualifications, Knowledge and Experience

Education

A Bachelor's degree in a business -related discipline or equivalent from a recognized University.

An advanced degree will be an added advantage

Relevant professional qualifications

Experience:

At least 5 years banking experience, 3 of which must be in Sales

Knowledge and understanding of the processes and procedures of lending.

Ability and Flexibility to travel widely and be accessible to Property Finance partners

At least 3 years' experience in Mortgage business

Technical and General Competencies:

Selling and Negotiation Skills, Demonstrated experience in policy development and implementation.

Experience in development of market intelligence reports

Awareness of latest developments within the real estate field.

Excellent interpersonal skills, presentation and communication skills, both written and verbal.

Commercial Acumen.

Exceptional planning and organizing skills prioritizing, and multi-tasking skills.

Planning & organization Skills.

Strategic Orientation and leadership skills.

Relationship Management and Financial Acumen.

The flexibility to work outside normal office hours as may be required from time to time.

Ability to effectively present information and respond to questions from managers, clients, and customers

Ability to leverage data and analytics for establishing the appropriate business development target list to build, manage, and influence successful relationships and partnerships.

[Apply Now](#)

Cross References and Citations:

1. Business Development Manager-Mortgage Business & Partnerships at HF Group Jobs Kenya ↗

2. Business Development Manager-Mortgage Business & Partnerships at HF Group Jobs Kenya ↗

3. Business Development Manager-Mortgage Business & Partnerships at HF Group

Jobs Kenya ↗

4. Business Development Manager-Mortgage Business & Partnerships at HF Group

Jobs Kenya ↗

5. Business Development Manager-Mortgage Business & Partnerships at HF Group

Jobs Kenya ↗

6. Business Development Manager-Mortgage Business & Partnerships at HF Group

search Kenya ↗

7. Business Development Manager-Mortgage Business & Partnerships at HF Group job

finder Kenya ↗

1. Business Development Manager-Mortgage Business & Partnerships at HF Group

jobs ↗

2. Business Development Manager-Mortgage Business & Partnerships at HF Group

jobs ↗

3. Business Development Manager-Mortgage Business & Partnerships at HF Group

jobs ↗

Source: <https://ke.expertini.com/jobs/job/business-development-manager-mortgage-business-p-kenya-jobwebkenya-d84269abbf/>

Generated on: 2024-05-06 by [Expertini.Com](https://www.expertini.com)