

Head of Advisory at KCB Bank Kenya

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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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.

The Position:

Reporting to the Managing Director, the role will be responsible for the strategic leadership and Management of the Advisory unit, by offering customer solutions and maximizing shareholder value. This role will carry the responsibility for deal sourcing, deal execution, partnership within group functions, relationship management and market development.

Key Responsibilities:

Strategic Growth: Work with MD, to originate debt capital markets transactions in Kenya and across the East African region.

Market Development: Drive the expansion of the investment banking business by

identifying and developing new areas of growth.

Partnership Management: In conjunction with the corporate banking team leverage off the bank's customer base to originate debt capital markets mandates.

Develop innovative debt financing structures that are responsive to customers' needs.

Excellence execution: Lead and coordinate execution of transactions through all stages from inception to close.

People Management: Develop and grow a high functioning investment banking team with deep capacity to execute debt capital markets transactions.

Stakeholder Management: Develop and Manage the relationships with market regulatory authorities and other stakeholders for debt capital markets transactions.

Compliance: Monitor workflow activities to ensure compliance with regulations, policies and procedures across the sales and business development channels. Ensure procedures, TATs, SLAs and audit items are maintained/ closed within deadlines.

The Person:

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

Must have an Economics, Business, Accounting Degree or any related or numeracy focused field.

Possession of a master's degree, CPA, CFA, ACCA will be an added advantage.

8 years' experience in investment banking and or structured corporate finance with a bias on Financial Modelling, Credit Analysis, Debt/Equity transaction structuring and execution.

Possession of strong sales and relationship management professional with primary strength in investment, wealth, and portfolio planning.

Have appreciation and operating knowledge of the industry, market, trends as well as challenges.

Demonstrable cross-cultural, people and relationship management skills, networking and negotiation skills, team motivation and leadership competence.

Sound understanding of statutory and regulatory requirements of corporate governance, business, and banking operations.

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