

Local Account Manager FI/IO EKE CBD 998 at Ecobank Kenya

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Ecobank Transnational Incorporated (ETI) acquired 75% of EABS Bank on the 16th of June , and the bank consequently changed its name to Ecobank Kenya Limited. ETI subsequently increased its shareholding in the bank which is currently at % as at 31st December, . Ecobank Kenya (EKE) had an asset base of Kes 47.12billion as at 31st December . As at 31 December , the bank was ranked 20TH out of 43 commercial banks in Kenya in terms of asset size. The bank currently has 19 branches and over 30 ATMs located in different parts of the country. Ecobank has laid a great emphasis on digital banking as a means of achieving greater financial inclusion across Africa and also to deliver services in a more efficient and cost effective manner. In , Ecobank Group was named the “Best Digital Bank in Africa ” at the Euromoney Awards. This attests to its focus on digital platforms as a key driver of its business.

KEY RESPONSIBILITIES:

SALES AND RELATIONSHIP MANAGEMENT

Manage the FIIO relationships to ensure business revenue for the Ecobank Kenya business.

Manage International Correspondent Banks and Regional Banks relationship that provide services in East Africa including Citibank, Commerze Bank, Standard Chartered Bank amongst others, regularly engaging at a Senior level for regional solutions for Ecobank clients

Devise and propose Strategic Initiatives for the East African Region with assistance of Regional Head FIIO. Advise on areas strategic service enhancement in the various clients in Kenya that

have a regional presence. Implement any improvements agreed to on a local level.

Regularly monitor & review FIO country revenue performance.

Support the Global Account Manager & Regional FIO Head on implementing FIO customer's global strategy.

Together with Heads of Units, GAMs/RAMs, review Account Plans for all networked customers with a view to enhancing business volumes and earnings

BUSINESS DEVELOPMENT

Meet or surpass the agreed SMART revenue objectives for the FIO business.

Implement East Africa marketing strategies to develop existing portfolio and development new opportunities. Understand customer needs and provide with products and services to satisfy client needs and achieve business objectives.

Develop executive contact plan and arrange meetings with appropriate Heads of Units/GAMs/RAMs.

Prepare and agree with GAMs/RAMs on local account plan as well as appropriate credit grade, and maximize returns in line with business strategy.

Provide information on Single CA application Agree pricing with GAMs/RAMs for Global/Regional names.

Ensure no loss of valued local corporate relationships. Keep GAM/RAMs regularly apprised of any local developments that may impact credit standing of the group.

JOB CONTEXT

CREDIT APPROVAL PROCESS

Assess risk and business strategies of Regional subsidiaries/associate/affiliate, and ensure compliance with each country's regulatory requirements.

To be aware and fully understand, all terms of a Group Application or Single CA, including the parental support arrangement relative to the particular relationship.

Review and provide initial no objection of all credits originated from Ecobank Kenya.

PERSONAL ATTRIBUTES

Customer Centric with proven high service quality skills.

Networking minded both internally and externally with excellent interpersonal skills.

Abilities to address and/or escalate issues to Ecobank Senior Management for expeditious resolution.

Strong Corporate banking relationship management approach to business growth initiatives, comfortably interacting at client Senior decision-making levels.

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