

## Manager – Banking and Financial Services at MicroSave Consulting (MSC)

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Company: JobWebKenya

Location: Kenya

Category: other-general

### Job Description

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MicroSave Consulting (MSC) is a boutique consulting firm that has, for 20 years, pushed the world towards meaningful financial, social, and economic inclusion. With 11 offices around the globe, about staff of different nationalities and varied expertise, we are proud to be working in over 65 developing countries. We partner with participants in financial services ecosystems to achieve sustainable performance improvements and unlock enduring value. Our clients include governments, donors, private sector corporations, and local businesses. We can help you seize the digital opportunity, address the mass market, and future-proof your operations.

### Essential Skills

The ideal candidate must possess a thorough understanding of bank functions and have a deep understanding of MSME and SME finance and the challenges banks face in this sector. Technical knowledge in credit, operations, and Insurance is essential for this role. The candidate should also have strong analytical abilities, quantitative and qualitative research skills, and excellent planning, organizational, and time management skills. The applicant must offer flexibility, attention to detail, and the ability to work under pressure and meet deadlines. The candidate should also have excellent communication, writing, and presentation skills.

### About Job

The Manager – Banking and Financial Services will have the following responsibilities:

Contribute to the achievement of institutional objectives by delivering exemplary services to

clients by responding to project- and situation-specific needs,

Lead tasks or work streams within an assignment, focused typically on technical support to clients across various departments

Provide ongoing support and guidance to staff within their area of responsibility to ensure they deliver as per their roles to a suitable level of quality as per MSC's approaches and frameworks

## **Detailed Responsibilities**

### **Business Development**

Build relationships with existing and potential clients

Take initiatives to develop Client Relationship

Develop and submit proposals to generate business – particularly for the Practice Group s/he is part of Represent MSC at conferences etc.

Author /Co-author of thematic publications to be developed from field experiences (Focus notes/Briefing notes)

Actively engage in Marketing Activities and participate in Digital Media dialogues (blogs, discussion forums etc.)

### **Human Capital Development**

Conduct "Quality of Delivery"/Feedback assessments with team members after assignment execution in line with the quality control guidelines

Assist and support development of other staff by providing guidance and advice where appropriate

Share knowledge with staff and create opportunities for mentoring

Take ownership of self-development by acquiring skills and knowledge which add value to the organization

### **Business Execution**

Lead or assist with the planning and implementation of medium/large technical assistance assignments

Conduct assignment set-up and de-briefing meetings of assignments where s/he is responsible

Builds rapport with various contact points at the client organization for successful execution of the assignments

Plan and execute assignments with utmost due diligence

Oversee and support the process of report writing and data analysis

Review training courses delivered, research papers prepared, curriculum developed and technical assistance provided to clients

Contribute to the development of MSC's toolkits and other publications

## **Requirements**

### **Education qualification:**

Master's degree, or other relevant professional qualifications in line with the areas of specialization.

### **Desired skills and competencies:**

Ability to lead assignments and teams and work with minimal supervision

Ability to develop client relationships and win business

A strong field orientation and proven interpersonal skills

Leadership skills, decision-making skills, problem-solving skills, and people-management skills

Excellent spoken and written English

Proficient in Microsoft Word, Excel and PowerPoint.

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