

## Relationship Manager, Institutional Banking at United Bank for Africa (UBA) Kenya

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Location: Kenya

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### Job Description

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United Bank for Africa (UBA) PLC is a leading pan-African financial services institution with a global footprint. We have a clear purpose to be a role model for African businesses by creating superior value for all our stakeholders.

### Job Objective

Build and maintain relationships with new and existing customers with the aim of selling the Bank's products to the corporate companies.

### Roles & Responsibilities

Perform Political, economic, social and technological analysis to identify emerging opportunities and risks.

Develop business prospects across targets markets i.e. institutional and corporate sales including financial institutions.

Develop and upgrade marketable products geared toward enhancing competitiveness and market dominance.

Initiate business proposals and aggressive sales pitching for business solicitation from existing and prospective customers

Identify, prioritize and manage corporate relationships Prospect banking relationships from targeted financial institutions across Africa

Appraise all Direct Placement Lines and FX requests from UBA subsidiaries and recommend same for approval.

Participate in assessing risk asset of strategic partner banks originating from African countries where we have a presence.

Continuously look for ways of generating additional income for the bank by forging profitable alliances.

Increase the clientele base of the business by marketing the banks products and services

Responsible for review of customers' financials and making recommendations for credit to be granted under various facilities for customer's satisfaction

Liaise with clients banking / cash managers to ensure smooth operation of clients' accounts on daily, weekly, monthly and yearly basis

Calling on customers and prospects in line with call programme and documenting this in call memos

Supervises the activities of the team members in line with the demands of the job position

Ensure Customer satisfaction always, and bring in repeated business by resolving outstanding issues.

Provide the bank with information on new contacts and new marketing opportunities

Client relationships management, developing account plans, and delivering proposals

### **Key Performance Indicators**

Achievement of the sales target of the team

Competitive performance in comparison with operators in our industry

Number of new alliances formed

Quality of bank line appraised

Volume of risk asset generated

### **Job Requirements**

First degree in any field from a recognized university.

Preferably have a second degree or relevant professional certification (as an added advantage).

Excellent banking knowledge with a minimum of Five years in Relationship

Management/Marketing Experience and also Credit Experience with a leading industry player.

Have banking operations, trade finance and correspondent bank experience

Proficiency in Microsoft Office Suite.

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