

Senior Manager Advisory at KCB Bank Kenya

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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.

Key Responsibilities

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

Partnership Management; In conjunction with the corporate banking team and the HOD, leverage off the bank’s customer base in order to originate debt capital markets mandates.

Innovation: Develop capital structures that are responsive to customers’ needs.

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

People Management: Grow a high functioning analyst team with deep capacity to execute 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.

Market Mapping: Undertaking detailed economic, sectorial and company research and analysis in support of investment banking transactions. Additionally, analyzing and synthesizing financial and operating information about companies and sectors to gain insights and develop opportunities for clients.

Deal Structuring: Participating in the execution of investment banking transactions by developing responsive and innovative transaction structures in support of investment banking transactions.

Financial Modelling Support: Reviewing and ensuring the team prepares robust financial models in support of debt and equity investment banking transactions.

Valuation and Due-diligence: Lead the team in valuation and due-diligence assignments

Presentations and Documentation management: Originating development of marketing materials in support of client presentations, drafting client deliverables such as the investor memorandum and working with the legal teams in drafting the project documentation.

Relationship management: Maintaining of clients and investors relationships.

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.

5 or more years' experience in investment banking and or structured corporate finance

4 or more years' experience in Financial Modelling and Credit Analysis

4 or more years' experience in Debt/Equity transaction structuring and execution

2 or more years in a experience in managing a team.

Strong sales and relationship management professional with primary strength in investment, wealth, and portfolio planning.

Ability to retain existing customers or clients, diagnose their needs and present product feature and benefits to retain their business Risk/ Reward Thinking.

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Cross References and Citations:

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