

CORPORATE RELATIONSHIP MANAGER-JOB REF CORP 07/2010

THE POSITION

Reporting to the Unit Head, Corporate Banking, this position will be responsible for liaison between corporate customers and the Bank, to market for corporate business for the Bank and ensure growth in the corporate portfolio in order to maximize the Bank's revenue.

KEY RESPONSIBILITIES

The major responsibilities of this position will be:-

- To develop, business and ensure that there is increased earnings, facility utilization and usage of all Bank's products
- To ensure that customer relations are maintained well to facilitate growth in number of customers, reduce complaints and also retain the existing customers
- To maintain a good loan book and ensure profits are increased, accounts out of order are reduced and downgrading/provisions are reduced
- To be the principal point contact for the Bank's relationship with a designated portfolio of corporate customers and non-customers.
- To market for corporate business for the bank
- To ensure quality service delivery to corporate customers to achieve agreed service levels
- Prepare and maintain appropriate reports

THE PERSON

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

- University Degree from a recognized institution. Possession of a postgraduate degree or professional qualification in a related field will be an added advantage.
- Minimum of 5 years experience in Relationship Management and at least 2 years experience in credit and a proven record of successfully managing and growing a portfolio of corporate banking clients.
- Must have sound knowledge of bank operations and procedures.
- Have the ability to communicate clearly and concisely, both orally and in writing.
- Have the ability to make prompt decisions and be independent in problem solving
- Possess excellent analytical skills, be open-minded and have the ability to identify alternative solutions
- Possess good knowledge of Bank products and problem solving techniques
- Possess good risk and financial analysis skills
- Good interpersonal skills and ability to establish new client relationships and generate new business
- Have passion and commitment to excellence

This position is very demanding and a very attractive and competitive package for the right candidate will be offered.

If you believe you can clearly demonstrate your abilities to meet the criteria given above, please submit your application with a detailed CV, stating your current position, remuneration level, e-mail and telephone contacts quoting the **job title or reference** in the subject field to recruitment@kcb.co.ke. To be considered your application must be received by **6th August 2010**. Only short listed candidates will be contacted.