

## **EXCITING POSITION AT KENYA COMMERCIAL BANK LTD**

KCB, renowned for its diversity and growth in the region is currently looking to strengthening its business development team with the aim of responding to growing client needs in order to enhance client relationships and increase shareholder value. To this end the following challenging position has arisen and candidates with the requisite competencies and qualifications described below are hereby encouraged to apply.

### **HEAD, INVESTMENT BANKING -JOB REF NO CORP01/2010**

#### **THE POSITION**

Reporting to the Divisional Director, Corporate, the Head, Investment Banking will be responsible for generating revenues for the Bank by originating and executing debt capital markets, and other corporate finance transactions across the region. This will entail undertaking origination, advisory and structuring, book running, lead arranger, and agency roles with respect to corporate, parastatal and other institutional customers.

#### **KEY RESPONSIBILITIES**

- Generation of revenues for the Corporate Banking division from debt capital market transactions.
- Drive the business into a lead arranger role for debt capital markets deals across the region.
- Drive the expansion of the corporate finance/investment banking business by identifying and developing new areas of growth.
- In conjunction with the corporate banking team leverage off the bank's customer base in order to originate debt capital markets mandates.
- Development of financing structures that are responsive to customers' needs.
- Cross selling of the Bank's products and services to sustain long term profitability from each relationship.
- Lead and coordinate execution of transactions through all stages from inception to close.
- Development a high functioning corporate finance team.
- Spreading of credit risk through loan syndications.
- Managing the relationships with the market regulatory authorities and other stakeholders.

#### **THE PERSON**

For the above position, the successful applicants should have the following minimum qualifications:

- A holder of a University Degree in a business related field from a recognized university. A Masters in relevant field or a Professional qualification in Accounting/Banking/Finance will be an added advantage.
- At least 5-7 years management experience in investment banking, structured and/or corporate finance or loan syndications in a dynamic financial institution or in management consulting.
- Proven ability to pursue and secure corporate finance transactions in the corporate and public sectors.
- Experience in execution of debt capital market transactions including selection of target banks, book building, negotiation of documentation, and closing arrangements.
- Strong analytical skills & economic research skills.
- Proven leadership skills.

- Strong communication and negotiation skills.
- Sound understanding of local legal, tax, regulatory rules in the capital markets area.

The above position is a demanding role for which the bank will provide a competitive package for the successful candidate. 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 respective job title or ref no in the subject field** to [recruitment@kcb.co.ke](mailto:recruitment@kcb.co.ke). To be considered your application must be received by 12th February 2010. **Only short listed candidates will be contacted.**