

MICRO FINANCE MANAGER

The Position

Reporting to the Head of Retail, this position will be responsible for the growth of bank's portfolio by targeting the un banked population through micro financing.

Principal Accountabilities

- ◆ Grow the bank's portfolio and revenue through micro financing.
- ◆ Drive performance for micro finance and cross sell other bank products.
- ◆ Develop and implement training and coaching for the micro finance team.
- ◆ Undertake regular client visits to review their portfolio, determine potential cross sells, obtain feedback and recommend new products.
- ◆ Participate in product campaigns to ensure product information is readily available to customers and seek customer feedback through direct surveys at workshops and mail shots.

Qualifications/Experience

- ◆ University Degree preferably in a business related field.
- ◆ At least 3 years' experience in a Micro finance environment as a micro finance officer /group lending.
- ◆ Must have been involved closely in development of group lending micro finance products.
- ◆ Professional qualifications (ACIB/CPA/ACCA) or MBA is an added advantage.

Skills and Attributes

- ◆ Good interpersonal skills and ability to establish new client relationships and generate new business
- ◆ Excellent planning, organization and problem solving
- ◆ Posses strong leadership skills
- ◆ Have the passion and commitment to deliver quality service
- ◆ Ability to work effectively under pressure and tight deadlines
- ◆ Works well in a competitive and challenging environment
- ◆ Able to relate technical skills to a sound business process
- ◆ Financial, risk and credit analytical skills.

The above position is a demanding roles 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 to hrsudan@kcb.co.ke. Applicants within Juba can drop their applications at HR Department. To be considered your application must be received by 12th February 2010. **Only short listed candidates will be contacted.**