

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.

UNIT HEAD, PUBLIC SECTOR, ENERGY & CONSTRUCTION -CORPORATE BANKING DIVISION- JOB REF NO CORP02/2010

The Position:

Reporting to the Divisional Director, Corporate Banking, the Unit Head, Public Sector, Energy & Construction will be responsible for leading relationship and support teams in driving profitable growth and building customer relationships that enhances service excellence and customer loyalty.

Key Responsibilities:

The Unit Head, Public Sector, Energy & Construction, will lead a team of relationship Managers. The key responsibilities are:

- Retain existing customer base and market for new business to grow portfolio
- Develop, market and monitor Corporate Banking assets portfolio with the aim of ensuring the Bank remains competitive and keeps track with the dynamic Corporate Banking environment
- Grow the Bank's Market share through the delivery of innovative Corporate Banking products and services through the product/service matrix
- Build and maintain customer relationships in order to achieve excellent customer service and customer loyalty
- Make prudent judgment in lending proposals
- Develop marketing/business strategies to expand the customer portfolio
- Cross sell banks products and diversify the revenue base to maximize financial returns
- Manage Coach and Develop a high performance Team.

THE PERSON

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

- A holder of a degree from a recognized university majoring preferably in Accounting, Finance or Commerce or social sciences. An MBA or Masters degree or relevant professional qualifications in a relevant field will be an added advantage.
- Have at least 6 years management experience in Banking, 3 years of which must be in senior management level covering customer relationship management, Corporate Credit and managing Teams.

- Be a dynamic team leader with demonstrable track record in leading, developing and implementing goals.
- Should have excellent high quality interpersonal, communication and negotiation skills with the ability to network and develop strong business relations
- Should be innovative in identifying and harnessing new and existing opportunities to maximize business
- Should have a thorough knowledge of Corporate Banking products and services, and extensive Banking Industry knowledge
- Should have strong leadership skills with demonstrated competences in championing customer focus, and in managing people in multi-cultural environments

The above position is a demanding role which the bank will provide a competitive package for the successful candidates. 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**. To be considered your application must be received by 12th February 2010. **Only short listed candidates will be contacted.**