

Corporate Relationship Manager

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Company: Fuzu

Location: Kampala

Category: other-general

Job Summary

Contract Type:

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Reporting to the Head of Corporate, the job holder will be charged with the responsibility to grow and maintain a portfolio of clients within assigned market segment by contributing to business growth of the Corporate Banking unit through provision of customized products/solutions and cross selling other Bank products and services to enhance value-add relationship with new and existing customers.

Requirements

- A Bachelor's Degree in any business related field
- A Masters Degree is an added advantage

Responsibilities

- Manage and retain existing relationships and generate new business in the assigned market segments by providing core banking products and services. This will include an increase in the customer base, growth in balance sheet (assets/liabilities & contingent liabilities- mainly in LCY), growth in earnings, increased facility utilization and actively cross-selling bank products and services.
- Ensure customer relations are maintained well to reduce complaints and retain existing customers by management of customer expectations.
- Develop strategies for maintaining and further penetrating existing client base and execute the strategy through calls, visits, needs assessment, account plans, customer qualification

and follow-up meetings to maintain, enhance and expand customer relationships.

- Ensure adherence to and application of established policies, processes, and tools to achieve optimal efficiency, compliance and cost containment including minimization of exposures to and impact of risks associated with client portfolio in line with Bank credit policies, BOU regulatory requirements, KYC, and AML policies.
- Ensure timely submission of quality credit proposals in conformity with the Credit Policy guidelines and requirements.
- Maintain the quality of assigned portfolio within stipulated Non-Performing Loans (NPL) and Portfolio at Risk (PAR) parameters.
- Ensure compliance to the Bank's policies, procedures, and regulatory requirements.
- Prepare and submit weekly, monthly, and quarterly administration and business performance reports.

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