

# **EXPRESSION OF INTEREST (EOI)**

## **Vice President (Corporate Banking)**

You should ideally;

- be in the grade of L4 or above with exposure to commercial banking and project lending
- possess a degree or full professional qualification acceptable to the Bank
- possess knowledge on large scale corporate & commercial lending and structuring of financial packages
- have strong credit risk management skills to navigate and mitigate risks associated with the current economic situation
- have strong marketing, cross selling, communication and negotiation skills
- be able to interact effectively and manage customer relationships on a long term basis
- be able to execute diverse tasks efficiently and expeditiously
- be able to handle work pressure and meet demanding timelines
- be able to foster customer loyalty
- be able to manage, mentor and upskill the team in credit risk and impairment management

You will be responsible for,

- assisting in preparation of the Department business plan / budget
- ensuring profitability and growth of the department in line with budgetary targets
- improving and maintaining the quality of the corporate portfolio by proactive and regular monitoring
- managing impairments and recovery efforts of the portfolio
- evaluating project proposals / working capital requirements
- implementation of approved projects / working capital facilities
- originating new business relationships / maintaining existing relationships
- cross selling bank products among existing clientele
- promoting fixed deposits / CASA to the corporate clients
- ensuring compliance with credit policies / procedures and all other regulatory requirements
- participating in the preparation of sector reports

The above mentioned applicant profile is indicative only. Although you may not meet the specified minimum criteria stipulated above, if you are confident that you possess the necessary professional qualifications, knowledge and competencies to perform the role effectively, you may express your interest. You may wish to include a detailed justification as to why you would be suited for the role when sending in your application. Selection for the interview will be at the discretion of the management.

In addition to consideration of the relevant competencies of the roles, consideration will also be given to the conformity to the transfer policy guidelines of the Bank.