

# STEP IN TO A CAREER IN BANKING

## ASSISTANT MANAGER – INSTITUTIONAL CLIENTS

### The Job

- Build a liability portfolio through new client relationships.
- Drive CASA of retail and wholesale banking clients through cash management products and solutions.
- Manage, develop and grow Institutional clients.
- Plan, coordinate and monitor growth of sales on all banking products.
- Implement the sales plans to ensure that revenue targets are achieved.
- Ensure seamless customer channel onboarding.
- Identify opportunities for cross-selling and referral to other business segments through developing and maintaining a close understanding of customers' businesses.

### The Person

- Minimum 5 years of experience in managing corporate/ Institutional clients
- Strong interpersonal, communication and presentation skills.
- Expert knowledge of Cash, Trade and Supply Chain products available in the market, their features, applications and potential improvements and to combine these with the ability to translate these into the union bank's Transaction Banking framework.
- Excellent range of communication skills including written, verbal and the ability to deliver compelling presentations.
- Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- Ability to work in an extremely target driven environment to deliver desired results.

### Rewards

An attractive remuneration package available for the right candidate with the staff loans benefits at concessionary interest rates.

Applications should be forwarded via email [jobs@unionb.com](mailto:jobs@unionb.com) with the names of two non-related referees on or before **19<sup>th</sup> December 2022**. The email subject line must be stated "**Assistant Manager – Institutional Clients**". All applications will be treated with strict confidence.

*\*Please note applications without the stated subject line will not be taken into consideration. We will only correspond with the shortlisted applicants.*

