



1. JOB TITLE: Corporate Relationship Manager (CRM)

Job Summary:

To achieve business growth for the Bank by acquiring new profitable customers; and selling Corporate Banking products while also promoting sales of other products and services of the Bank to increase wallet share within existing customers. This incorporates prospecting for new business as well as managing customer expectations to sustain strong business relationships.

Job Details:

KEY RESPONSIBILITIES

- Growth in business volumes, customer base and wallet share.
- Adequacy of personal competence to effectively perform Relationship Management tasks.
- Consistency in adherence to and application of established policies, processes, and tools to achieve optimal efficiency, compliance and cost containment.
- Minimization of exposures to and impact of risks associated with KYC, AML and portfolio maintenance.
- Quality of management of customer expectations.

DAILY RESPONSIBILITIES

- To create and manage corporate banking relationships and ensure optimal sells to all the customers being treasury customers, retail by way of joint calls and cross selling. Creatively tailor products to meet individual customer needs.
- Grow the corporate banking customer base by recruiting new customers, and wallet sizing to the existing customers to attain high returns.

- To manage the customers relationships to ensure retention by making sure that all the complain raised by them are resolved within a reasonable and agreed time
- Monitor and ensure that there is no excesses that are not approved.
- Work in close partnership with Credit team, Branch managers, Head Corporate Relationship management, Director Corporate banking to ensure that the credit requests for new and existing facilities are correctly prepared in accordance with KCB and/or group policies.
- After consideration of individual case merits, recommend credit requests for approval to relevant authorities.
- Liaise and provide leadership to corporate bankers in areas of expertise, particularly in regards to provision of facilities to customers.
- Provide feedback to the unit head relationship management and Corporate Director, or relevant parties in regards to facilities in KCB.
- Responsible for delivering a service to customers that matches the Bank's mission statement.
- Be conversant with the KYC requirements. Undertake actions to ensure compliance and report suspicions. Exercise due care and diligence in ensuring all anti-money laundering and KYC requirements are complied with.

REQUIREMENTS

- University degree or its equivalent and relevant professional qualification in Banking, Accounting or Finance.
- Three years of experience with similar responsibilities
- Practical experience in use of Microsoft Office Packages

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Deadline: 2022-05-13 00:00:00

Reference Number: IRC12405

2. JOB TITLE: Head of Risk

JOB SUMMARY:

To provide overall strategic leadership for the Risk Function for KCBT. In addition, the role will be responsible for developing and implementing risk management initiatives and activities to ensure efficiencies in bank operations.

KEY RESPONSIBILITIES

- Establish & Maintain risk management strategies, principles, framework and policies and provide independent oversight thereof.
- Identify, develop, analyze and review credit risk decision models and associated procedures to ensure credit risk decision tools used are powerful and appropriately discriminate risk.
- As a member of Senior Management (EXCOM), participate fully in all management committees and meetings.
- Report on incidences of violation of policies to management in order to maintain an effective risk management culture.
- Engage with relevant regulators, MoHF, BOT, TRA, PCCB, OSHA, TCRA, etc. on various regulatory matters impacting the bank to ensure timely resolution.
- Ensure that reporting requirements are aligned with BOT, Basel II and best practice benchmarks with regard to credit risk, Market Risk and Operational Risk.
- Engage & Coach management and business units on risk management
- Overseen operational risk framework of the bank through various risk champions & manage bank wide controls evaluation process
- Coordinates appropriate and timely delivery of risk management information/reports to the board and senior management.
- Develop capacity and competency of Risk Management Department
- Oversee the composition and operations of CORCCO, BORCCO, HORCCO
- Coordinate Business continuity/ Disaster Recovery plan, Insurance plans for the bank.
- Ensure prompt management action on Internal/ External Audit findings, BOT examination reports
- Develop Bank Risk Strategy and manage its implementation.
- Manage lending risk of the bank

- Maintain Banks Risk Appetite and Middle office functions
- Coordinate ALCO meeting and ensure sustainable middle office function
- Manage Financial Crime Framework i.e. Bribery & Corruption, Sanctions, AML and Fraud.

REQUIREMENTS:

- Bachelor's Degree in business related field or its equivalent is required
- Professional qualifications i.e. CPA, CPA (T) or ACCA is required
- Master's degree in risk or business-related field is an added advantage
- Minimum 10 years of experience

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Deadline: 2022-05-10 00:00:00

Reference Number: IRC11770