

# Relationship Manager Wholesale Banking

The opportunities are available for dynamic and talented candidates to hold the position of Relationship Manager in a well-established Wholesale Banking Unit of the Bank, to take a responsible position in managing a diversified portfolio of Wholesale Banking Clientele, whilst harnessing new relationships. In doing so he /she will be responsible to

## THE JOB

- Manage a portfolio of Wholesale Banking Clientele with the right balance of Risk and Rewards
- Achieve targeted Balance Sheet and P&L growth in line with overall Wholesale Banking growth aspirations
- Grow the Wholesale Banking portfolio in number through acquisition of new clients
- Manage operational aspects of Accounts through strong relationship skills with the assistance of Account Officers, including periodic review of risk assessment of facilities, based on a target business relationship strategy
- Maximize client wallet through Cross Sell opportunities within the Group

## THE THE PERSON

- The right candidates should possess around 8 years of banking experience out of which around 6 years should be related to Credit in a Wholesale Banking environment
- Be fully qualified with a suitable academic or a professional qualification in Banking and/or Finance
- Possess strong analytical skills together with excellent communication and report writing skills
- Be a team player who works towards common goals, demonstrating strong Relationship Management, Marketing and Negotiation skills

Positions are at Deputy Manager / Associate Manager Grades. Based on the experience and profile candidates will be placed.

Please login to <https://www.ndbbank.com/careers> to apply on or before 31st August 2023

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"

Vice President  
Human Resources



**NDB bank**

The future is banking on us