



Consolidated Bank of Kenya Ltd is Kenya's SME bank of choice that provides flexible financial solutions that support our customers in achieving success. The Bank is well positioned, with presence in majority of the country's business hubs to continually offer pleasant and convenient services. We seek to recruit high caliber, results oriented and self-driven individuals to fill the position of **Business Development Manager – Trade Finance**

BUSINESS DEVELOPMENT MANAGER – TRADE FINANCE

Job Type

Three (3) year Contract.

Job Purpose

Reporting to the Head of Corporate Banking, the Business Development Manager – Trade Finance will be responsible for effectively growing and managing the trade finance portfolio across the Bank so as to achieve sustained business growth and meet revenue targets.

Key Responsibilities

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- Achieve set sales performance targets in trade finance, international banking services and other capital financing products.
- Formulate and implement sales strategies in trade finance and international business.
- Develop customized international trade finance solutions so as to maximize profitability on international business.
- Enhance internal and external trade finance profiles to promote business and generate new sales opportunities.
- Provide solutions that meet customers' needs while adhering to the regulatory framework and the Bank's credit policy.
- Recommend and propose improvements in trade finance and international business products in order to remain competitive in the market.
- Ensure maximum utilization of trade finance facilities provided to clients and originate new trade finance deals/repeat business from these clients.
- Research and disseminate up-to-date market intelligence to different business units to ensure that opportunities are realized and risks mitigated.
- Work closely with various units to improve service delivery, aimed at a better customer experience.

Qualifications and Competencies

- Holder of a bachelor's degree in a business related field.
- Possession of professional banking qualifications such as AKIB, ACIB or Trade Finance certification will be an added advantage.
- Must have a minimum of seven (7) years' working experience in banking, five (5) of which should be in Trade Finance and international business.
- Should have solid knowledge of trade finance products, import/export finance, commodity finance.
- Should possess strong credit risk management skills.
- Should have excellent interpersonal, and negotiation skills with the ability to network, generate new business and develop strong business relations.

Method of Application

Qualified and interested candidates who meet the above requirements should send their application in HARD COPIES quoting the title of the position applied for on the cover letter and envelope, together with a detailed Curriculum vitae, copies of certificates and the contact information of three referees to:

**The Head of Human Resources
Consolidated Bank of Kenya Limited
P.O. Box 51133 - 00200
NAIROBI**

All applications should be sent through the above address ONLY, and received no later than **5.00 p.m.** on **Thursday, 6th February 2025**. Only shortlisted candidates will be contacted.

Consolidated Bank of Kenya Limited is an equal opportunity employer.