



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 a high caliber, results oriented and self-driven individual to fill the position of **Relationship Managers– Corporate Banking (Two)** to be based in Nairobi.

## **RELATIONSHIP MANAGER – CORPORATE BANKING**

### **Job Type**

Three (3) year Contract.

### **Job Purpose**

Reporting to the Head of Corporate Banking, the Relationship Manager – Corporate Banking will be responsible for building and maintaining positive business relationships with existing and potential corporate customers, provide personalized and efficient customer service, marketing and selling bank's products, identifying opportunities for business growth, and resolving customer complaints.

### **Key Responsibilities**

- Market for business including new assets and liabilities in both public and private sector.
- Develop and package winning value propositions targeting major relationships with huge potential for cheap deposits, quality assets, and substantial non-funded revenues.
- Analyze clients' business and cash flows to make informed decision on level of borrowing.
- Prepare Credit Summaries for approval by the Credit committee and Board of Directors.
- Credit monitoring and control.
- Meet with clients, determining their needs and requirements, providing strategic advice, and managing their assets accordingly.
- Maintain good client/bank relationships for client satisfaction, thus ensuring mutual benefit of both client and the bank.
- Conduct risk analysis, preparing financial, asset management, and investment reports, reviewing policies, and developing strategies to maximize asset growth.
- Prepare management reports.
- Create, organize, and manage client portfolios of assets and liabilities, increasing their value, and minimizing risks.
- Monitor asset performance and recommend corrective measures.

- Keep abreast of developments in the market; be aware of projects to be carried out by parastatals, government ministries and developmental agencies and their various sources of funding with a view to market for collection business.

### **Qualifications and Competencies**

- Be a holder of bachelor's degree in a business related field from a recognized university.
- Possession of professional banking qualifications such as AKIB and/or CPA (K) will be added advantage.
- Should have at least 7 years' experience in Banking 3 of which should be as a Relationship Manager managing corporate clients.
- Should have excellent skills in Sales, Marketing and Customer service management.
- Should have strong analytical and presentation skills for pitching proposals and responses to request for proposals locations.
- Should have knowledge of various Bank products and services.

### **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 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, 6<sup>th</sup> February 2025**. Only shortlisted candidates will be contacted.

*Consolidated Bank of Kenya Limited is an equal opportunity employer.*