



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 Manager – Assets**.

RELATIONSHIP MANAGER – ASSETS - 1

Job Type

Three (3) year Contract.

Job Purpose

Reporting to the Head of Corporate Banking, the Relationship Manager-Assets will be responsible for the growth of the Bank's Assets and Liabilities in the public sector.

Key Responsibilities

- Marketing for business including new assets and liabilities in the public sector.
- Marketing to government institutions, onboarding them and relationship management.
- Analyzing clients' business and cash flows to make informed decision on level of borrowing.
- Preparing Credit Summaries for approval by the Credit committee and Board of Directors.
- Credit monitoring and control.
- Meeting with clients, determining their needs and requirements, providing strategic advice, and managing their assets accordingly.
- Maintaining good client/bank relationships for client satisfaction, thus ensuring mutual benefit of both client and the bank.
- Conducting risk analysis, preparing financial, asset management, and investment reports, reviewing policies, and developing strategies to maximize asset growth.
- Preparing management reports.
- Creating, organizing, and managing client portfolios of assets and liabilities, increasing their value, and minimizing risks.
- Monitoring asset performance and recommending corrective measures.
- Developing strategies to increase ROI and minimize risk factors and losses.

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 must be in relationship management in in public sector.
- Should have thorough knowledge and understanding of the banking industry.
- Should have excellent skills in Sales, Marketing and Customer service management.
- Should have excellent inter-personal, communication and negotiation skills with the ability to network and develop strong business relations.
- Should have strong leadership and people management skills with demonstrated competencies in championing high performance management.

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 **Wednesday, 18th September 2024**. Only selected candidates will be contacted.

Consolidated Bank of Kenya Limited is an equal opportunity employer.