



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 **Chief Commercial Officer**.

CHIEF COMMERCIAL OFFICER

Job Type

Three (3) year Contract.

Job Purpose

Reporting to the Chief Executive Officer, the Chief Commercial Officer will be responsible for developing and executing the business development strategy and goals in line with the Bank's strategy. The job holder will provide leadership, direction and coordinate all activities of the Business Development function in accordance with the set objectives. The role holder will also be expected to drive business growth and grow market share of the Bank.

Key Responsibilities

- Prepare annual business development plans, budgets as well as the annual work plans for the division.
- Review business performance, cost management and implementation of the division strategy.
- Develop and execute strategies for Corporate, Retail, Marketing, Treasury and Bancassurance in line with the Bank's strategy.
- Provide leadership, guidance and inspiration to the team to ensure high level of staff engagement, leading to high Bank performance, higher customer attraction, retention and loyalty.
- Develop and deliver the business plans through carrying out research, formulating market analysis and strategy and delivering accurate business reports to support the brand strategy and new business models.
- Build referral and lead generation networks.
- Develop and maintain effective relationships with the stakeholders and customers.
- Ensure the Business Development function has the right people and products to support the Banks' current and future growth goals.

- Attend and participate in various Board and Senior Management committees meetings of the Bank.
- Chair/oversee various Business related projects in the Bank.

Qualifications and Competencies

- Be a holder of a Master's degree in a business related field from a recognized institution.
- Possession of a Post graduate qualification in a business related field will be added advantage.
- Have knowledge and relevant work experience of not less than fifteen (15) years, with at least five (5) years served in senior leadership in a related role in a financial institution.
- Should have demonstrated skills, knowledge and experience in the design and execution of business plans and strategies.
- Should have sound knowledge of the Banking Act and the regulatory framework in the Financial Services industry.
- Should have experience in all facets of selling lifecycle including business development, sales, marketing, product management and channel development.

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 Chief Executive Officer
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, 19th April 2023**. Only selected candidates will be contacted.

Consolidated Bank of Kenya Limited is an equal opportunity employer.