



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 – Government & Institutional banking**.

## **RELATIONSHIP MANAGER – GOVERNMENT & INSTITUTIONAL BANKING**

### **Job Type**

Three (3) year Contract.

### **Job Purpose**

Reporting to the Head of Corporate Banking, the Relationship Manager – Government & Institutional banking will be responsible for coordination and overall management of deposits and other liability accounts for Government and Institutional Banking for the Bank.

### **Key Responsibilities**

- Market and maintain new and existing Central Government, County Government, quasi Government and other institutional clients as well as market Consolidated Bank as a banking partner among these institutions.
- Increase the Bank's visibility among institutions through an aggressive calling program, obtaining feedback, recommending and implementing appropriate solutions in line with procedures/policies to satisfy needs, improve satisfaction levels and enhance service delivery.
- Manage portfolio growth for Corporate, Institutions, Parastatals and Government Ministries and departments ensuring that the bank maximizes its returns from the relationships and clients remain completely satisfied.
- Drive and deliver exceptional sales targets by identifying and meeting customers' needs individually and as team.
- Grow current and fixed/call deposits account business from assigned institutional relationships.
- Enhance customer retention and grow other business lines contributing to overall bottom line through cross selling other bank products.
- Build relationships by identifying clients' needs, and achieve business targets
- Grow the loan portfolio.
- Manage, lead and develop staff to high productivity.

- Prepare month-end business report detailing performance results.

### **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 general banking, 4 of which of which should be in institutional banking and/or liabilities management.
- 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 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 **Wednesday, 19<sup>th</sup> April 2023**. Only selected candidates will be contacted.

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