

JOB ADVERT

TITLE: HEAD, EMBASSIES, MULTILATERAL AND DONOR ORGANIZATIONS (EMDOS)

REPORTS TO: MANAGING DIRECTOR/CEO

DEPARTMENT: EMBASSIES, MULTILATERAL AND DONOR ORGANIZATIONS (EMDOS)

DUTY STATION: HEAD OFFICE

ABOUT US:

United Bank for Africa (UBA) is one of Africa's leading financial institutions, with operations in twenty (20) countries and three (3) global financial centers: London, Paris and New York. UBA has evolved into a Pan-African, provider of banking and related financial services through diverse channels globally. United Bank for Africa Uganda represents UBA's pioneer country activities in the East and Southern African sub-region. With a growing network of branches and ATMs across the country, the bank continues to expand the retail and commercial playing field in Uganda by delivering unique financial products and solutions.

JOB SUMMARY

- To develop and implement strategies for prospecting, acquiring, deepening existing relationships and growing UBA's market share of the EMDOs business to achieve set targets in line with overall bank strategy.

DUTIES AND RESPONSIBILITY

- Develop and implement EMDO banking strategies and work plans in line with the overall bank so as to achieve the set business EMDO target.
- Train, motivate and manage performance of EMDO RMs/ROs to enhance staff productivity thorough daily supervision of the team's activities, feedback and provision of leadership in line with the Human Capital Management policies.
- Develop, manage and maintain relationships with potential investors from international markets, Development Financial Institutions (DFIs), Multilateral Organizations by active management of portfolios for the purpose of securing funding support for projects and ensuring solutions to meet needs.
- Monitor performance reporting on financial and other covenants entered by the Bank in respect of cash management services projects in crisis areas.
- Develop and implement mechanisms/tools of building and maintaining relationships consistent with clients and key personnel within clients, market penetration targets, including annual relationship plans, monthly business development plans/pipeline and relationship/account profitability to enhance customer satisfaction with the bank's products and services.
- Coordinate the execution of business initiatives by identifying business opportunities and developing financing solutions to meet the needs of clients.
- Develop and prepare performance reports for presentation to Executives and other stakeholders and ensure directives from EXCO are well disseminated within EMDO Banking.

JOB REQUIREMENTS

Education

- Minimum education level – University Degrees in: Finance, Economics, Accounting from a reputable university.
- Higher degrees/MBA/professional certificates desirable.

Experience:

- Minimum of Eight (8) years in banking experience preferably the majority in the EMDOs business and relationship banking.

Skill/Competencies

- Understanding of Banking operations, services, policies and products
- Business development and acquisition skills with ability to achieve and surpass business targets.
- Ability to interact with diverse customers from the Donor, Development, NGO and Projects.
- Ability to effectively manage projects
- Ability to work closely with diverse teams across the bank to deliver and submit RFPs within specified deadlines
- Leadership with Supervisory skills
- People Management, Performance Measurement & Assessment Skill
- IT and Computer appreciation
- Must be self solution driven, proactive and have acceptable knowledge of the business environment
- Relationship and management skills

HOW TO APPLY

All interested candidates should send CV, application letter and copies of academic certificates to **ubaugandahr@ubagroup.com** addressed to;

Head of Human Capital
United Bank for Africa
Plot 2, Jinja Rd
Kampala, Uganda.

Deadline for submission of applications is Thursday 28th , May 2020.