

# JOB ADVERT

**TITLE:** HEAD, WHOLESALE BANKING (01)  
**REPORTS TO:** EXECUTIVE DIRECTOR  
**DEPARTMENT:** WHOLESALE BANKING  
**DUTY STATION:** HEAD OFFICE

## JOB OBJECTIVES

- To drive the growth of the banks asset and liability portfolio in the Multinational Corporations and Leading Corporate segment, Commercial business, Public Sector and Institutional Banking segments, as per the Bank's strategy and maximize net revenue generation through delivery of a fast track product structuring and appraisal process that will ensure timely delivery of well-structured products to customers.

## DUTIES AND RESPONSIBILITIES

- Drive growth of the balance sheet through generating good quality assets / liabilities through developing strategic relationships with Multinational companies and the leading corporate in the country, as per bank's strategic focus.
- Contribute to Bank's projected income through growth of the Bank's risk assets portfolio and related fee product income.
- Review / appraise potential business being attracted by the bank in the niche segment of Wholesale Banking.
- Participate in development and structuring of products and/or facilities that may enhance the balance sheet growth and income streams of the Bank.
- Analyse and monitor the portfolio performance so as to further develop/structure appropriate products for the customer.
- Participate in the deliberations and decision making process at the Assets and Liabilities Committee on monthly basis or as will be determined from time to time.
- Manage resources, both human and material entrusted to the department.

## JOB REQUIREMENTS

### Education

- A University degree in Business Administration, Finance, Economics or Management from a reputable university.
- A Masters Degree and/or Part or full professional qualifications in accounting/Finance (ACCA/CPA or equivalent will be an added advantage.

### Experience:

- At least eight years' experience in Wholesale Banking, corporate credit, business banking up to the level of Senior Relationship Manager or above

### Skill/Competencies

- Team leadership and management skills
- Excellent relationship management skills and the ability to use these to develop new business opportunities
- Ability to Inspire & Manage Change
- Technical ability to read & interpret financial statements presented for Credit assessment.
- Creativity and initiative
- Decision Making, Problem Solving, Diversity Management.
- Good presentation, interpersonal, communication and negotiation skills
- Ability to work under pressure and independently achieve results with minimum supervision.
- Good understanding of Trade Finance
- Ability to structure Large Corporate Banking

## 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 application 29th January 2021.**

