

JOB ADVERT

About UBA

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 corporate playing field in Uganda by delivering unique financial products and solutions.

JOB TITLE: HEAD CORPORATE AND COMMERCIAL BANKING

REPORTS TO: EXECUTIVE DIRECTOR

DEPARTMENT: CORPORATE & COMMERCIAL BANKING

DUTY STATION: HEAD OFFICE

JOB SUMMARY

- To drive the growth of the Bank's asset and liability portfolio in the commercial & Multinational Corporations as well as Leading to the commercial & Corporate segment 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 client acquisition and management of existing commercial & Corporate client relationships consistent with the Bank's strategy in-order to achieve desired quality of business growth.
- Primary responsibility for the management of own portfolio of customers ensuring that they receive the appropriate level of service and advice to meet their specific needs.
- Identify and develop conglomerates commercial & Corporate banking relationships.
- Enhance client retention by providing a one-stop point of contact for all the client's needs and requirements while providing world class customer service.
- Establish and develop various sales strategies to meet ever changing customer needs in liaison with the Product Development Team.
- Maintain, acquire and reactivate customer relationships to improve deposit liability growth and mix.
- Conduct market research and competitor analyses within marketing area and develop strategies that will give the Bank a large part of the market within its vicinity.
- Recommend the creation of viable and profitable risk assets to increase business office profitability
- Source for and monitor customer's tenured investment / facilities.
- Design product offerings tailored to meet the needs of the commercial & corporate sector while maintaining regular contacts with their executives to push the Bank's business.
- Initiate and carry out recovery action on non-performing credits facilities.

JOB REQUIREMENTS

Education:

- A University degree in Business Administration, Finance, Economics or Management.
- A Masters Degree in any of the above fields and/or Part or Full professional qualifications in accounting/Finance (ACCA/CPA), or equivalent will be added advantage.
- Candidates, who do not hold such qualifications but have at least seven years' experience in corporate credit, business banking/branch operations and have demonstrated the above skills and experience in a similar position, are considered on an exceptional basis.

Experience:

- Minimum of seven (7) years' experience in Corporate Banking up to the level of Senior Relationship Manager or above

SKILL/COMPETENCIES

- Technical ability to read & interpret financial statements presented for Credit assessment.
- 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 deals
- People supervisory skills, Creativity and initiative
- Good knowledge of the product offering at Corporate level
- Excellent knowledge of the Financial Institutions regulations on Credit Lending.

HOW TO APPLY

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

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

Deadline for application is 06th February, 2023.

