

JOB ADVERT

ABOUT UBA

United Bank for Africa (UBA) is one of Africa's leading financial institutions, with operations in twenty (20) countries and four (4) global financial centers: London, Paris, New York and Dubai. 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. The bank is seeking to recruit the following highly motivated, competent, result oriented and dynamic professionals for the following positions;

JOB TITLE: COUNTRY HEAD BRANCH BANKING
REPORTS TO: EXECUTIVE DIRECTOR

JOB OBJECTIVE(S)

- To provide leadership and strategic management to Retail Banking towards the realization of the bank's mission and vision through achievement of the set targets.

KEY RESULT AREAS

Business Growth & Strategy

- Ensure growth in business volumes within the country subsidiary and generate new account relationships through all business segments – Personal Banking, SME Banking, Consumer Lending, Agency Banking, Remittances.
- Manage overall business relationships from all segments to maximize revenue and profit.
- Develop strategies to drive business and ensure same is followed to achieve optimal revenues.
- Identify cross sell opportunities and value chain propositions to drive customer entrenchment and stickiness.
- Monitor business trends and new market opportunities in the country to increase the bank's market depth, by identifying trends, opportunities, threats and environmental influences.
- Drive initiatives required to achieve the product marketing and sales strategy for the country branches.

PRODUCT MANAGEMENT

- Accountable for product budgets and business plans including target sales, volume, marketing strategy, consumer segmentation, product positioning, objectives and lifecycle recommendations to achieve overall business goals.
- Accountable for all product metrics as stated within the product policy where applicable (e.g. risk limits, delinquency, compliance requirements, etc.)
- Ensure that structures, systems and resources required to effectively service old customers and win new customers are in place and optimally managed.

- Disseminate product performance reports & offer performance improvement insights & strategies for poorly performing segments.
- Engage segments with the view to driving products budget, implementing strategies, and tracking campaign compliance and results for improved performance.
- Provide necessary strategic direction and guidance to product marketing units to ensure successful launching of new Initiatives and sustenance of existing ones.
- Advise the Executive Director on new business opportunities and develop strategies for financial benefit realization.

KEY COMPETENCY REQUIREMENTS

Education

- First Degree in any social sciences related discipline or Business course from a reputable university.
- Higher degrees/MBA/professional certificates are desirable.

Experience

- Minimum experience Eight (8) years relevant experience in Retail Banking

Knowledge

- Banking operations, policies and procedures
- Bank products and services
- Business development and acquisition
- Credit and Marketing
- Relationship management
- Retail banking

Skill/Competencies

- Leadership with Supervisory skills
- Ability to work under pressure with minimal supervision
- Ability to achieve and surpass Business targets
- Excellent people Management skills
- Ability to evaluate needs of customers, and determine what products or service would best serve those needs.
- IT and Computer appreciation
- Communications skills (written and oral)
- Must be self-solution driven, proactive and have acceptable knowledge of the business environment
- Performance Measurement & Assessment Skill

HOW TO APPLY

All interested staff should send their 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 Road

Kampala, Uganda.

Deadline for applications is Monday, 1207th April, 2026

