

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: RELATIONSHIP MANAGER - FMCG
REPORTS TO: SECTOR HEAD FMCG

JOB OBJECTIVE(S)

- Drive Commercial Banking towards the realization of the bank's mission and vision through achievement of the set targets

DUTIES AND RESPONSIBILITY

- Drive client acquisition and management of existing Commercial client relationships consistent with the Bank's business development strategy in order to achieve the desired quality of business growth
- Generate/solicit new business to achieve set defined sales targets while managing and growing an existing portfolio of customers by ensuring that they receive the appropriate level of service and advice to meet their specific needs.
- Initiate customer site visits to cover, review, general inspection, and assessment of business operations, property, plant, premises, equipment or any other collateral on a regular basis, followed up by a call report for management's update & consumption.
- Recommend changes and solutions required to meet the target customer's expectations whilst remaining in compliance with the bank's policies.
- Analyse and monitor market trends, interpret customer requests and provide integrated products & solutions to customer needs in line with the bank's policies and procedures, and make appropriate recommendations for the bank's product development and improvement.

- Enhance client retention by providing a one-stop point of contact for all the client's needs and requirements while providing the highest standards of customer service.
- Establish and develop various sales strategies to meet ever-changing customer needs in liaison with the Product Development Team
- Monitor, follow up, and track agreed/approved risk triggers, conditions, and covenants for availed credit facilities.
- Initiate and carry out recovery actions on deteriorating, watch-listed and non-performing accounts under your management.
- Acquire new customers to the bank and reactivate dormant customer relationships to improve deposit liability growth and mix.
- Recommend the creation of viable and profitable risk assets to increase business profitability
- Source and monitor customers' tenured investment/facilities.
- Offer products tailored to meet the needs of the commercial sector in the country while maintaining regular contacts with their executives to push the Bank's business.

JOB REQUIREMENTS

Education

- Bachelor's degree in Business, Finance, Economics, or a related field from a reputable university.
- A Master of Business Administration (MBA) or relevant professional qualification is an added advantage.

Experience:

- Minimum of Five (5) years relevant experience in a Banking environment.

Skill/Competencies

- Ability to work under pressure with minimal supervision
- Ability to achieve and surpass Business targets
- Ability to evaluate the needs of customers and determine what products or services would best serve those needs
- Interpersonal skills
- IT and Computer Appreciation
- Communications skills (written and oral)
- Selling and marketing skills
- Must be self-solution driven, proactive, and have acceptable knowledge of the business environment
- Attention to details
- Reasoning and Analytical Skill.

HOW TO APPLY

All interested candidates 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 Friday, 26th June 2026.