EXTERNAL JOB ADVERT

UBA
United Bank for Africa

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: **SECTOR HEAD OIL AND GAS**
REPORTS TO: **HEAD CORPORATE BANKING**

JOB OBJECTIVE(S)

- Drive client acquisition and management of existing Commercial / corporate client relationships consistent with the Bank's business development strategy in-order to achieve desired quality of business growth

DUTIES AND RESPONSIBILITY

- Generate / solicit for new to bank 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 banking 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 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 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 inliaison with the Product Development Team and other stakeholder departments.
- 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 to bank and reactivate dormant customer relationships.
- Recommend the creation of viable and profitable risk assets to increase business profitability
- Source and monitor customer's tenured investment / facilities.
- Offer products tailored to meet the needs of the Oil & Gas sector in the country while maintaining regular contacts with their executives.

- Meet and exceed set targets for Revenue / PBT, assets, guarantees, deposits, forex and others as may be advised /required from time to time.
- Carry out research on industry and market trends, regulations, latest products with the view of improving the bank's Customer Value Proposition as well as safeguarding the bank against unforeseen risks.
- Review, analyse, screen credit applications, write credit memos in line with the bank's credit policy and make/ propose recommendations for approval
- Read and understand all bank policies to guide your successful execution in this role - most importantly the credit policy, Human Resources Policy, etc. Ensure you read and understand all bank policies, procedures and operational guidelines.

KEY PERFORMANCE INDICATORS

- Achieve the PBT target for the Sector
- 100% attainment of annual targets (Deposits, Risk Assets, fees & commission, client conversions, dormant accounts reactivations, etc)
- Functional Banking relationships
- Viable and profitable risk assets book
- Growth and quality of portfolio under management
- Timely submission of complete and accurate performance reports

JOB REQUIREMENTS

Education

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

Experience

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

KEY COMPETENCY REQUIREMENTS

Knowledge

- Banking operations, policies and procedures
- Corporate & Commercial Banking knowledge
- Bank products and services
- Business development and acquisition
- Credit and Marketing
- Relationship management

Skill/Competencies

- Ability to work under pressure with minimal supervision
- Ability to achieve and surpass Business targets
- Ability to evaluate needs of customers, and determine what products or service 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.
- Networking skills

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 Tuesday 1st September 2026.

UBA is regulated by the Bank of Uganda and customer deposits
are protected by the Deposit Protection Fund of Uganda.