



## **1. Relationship Manager; Mass Affluent (Acquisition) (1 Position(s))**

Job Location : Head Office, Hq

Job Purpose:

To create new and manage existing relationships effectively to facilitate the growth of Affluent and Mass Affluent Liability and Asset portfolio within Private Banking.

Main Responsibilities:

- Grow the Affluent and Mass Affluent customer proposition through a focused market segment approach by creating effective relationships that maximize revenues and Asset growth.
- Establish relationships with key corporations to offer them financial solutions.
- Support in the launch of products, sales strategy, and campaigns to key segments for profitable and quality business.
- Grow Affluent and Mass Affluent portfolio through Scheme & Non-Scheme Lending
- To fully exploit the existing customer relationships to create new profitable business opportunities.
- Develop and manage strategic alliances and other third party introductory new business services.
- Source potential organizations and recommend their inclusion in the approved company list
- Advise the Business on companies which exhibit high risk policies and practices
- Understand market trends and forecast needs for products and services and deliver on time.
- Work closely with other functions to generate sales leads.
- Work closely with Wholesale Banking/Business Banking Relationship Managers in building relationships with companies
- Generate referrals and Market Intelligence from Wholesale Banking/Business Banking
- Support Client Acquisitions and relationships to achieve Retail objectives for Products (Liability & Asset sales) and Digital channel enrolment.
- Support the campaign concept and analyze campaign findings against proposals.
- Work with Product Managers in the development and execution of initiatives for the acquisition, retention, and growth of target customer base for liabilities & Assets.

Knowledge and Skills:

- Thorough knowledge of bank products, operations, regulations, and specific markets for Private banking clients

- In-depth knowledge of products, services, and delivery channels available to various companies
- Strong analytical, problem-solving skills, decision making and financial management skills.
- Ability to identify need for change and to drive the desired changes; Adaptable and flexible in anticipating and realizing marketing opportunities.
- Excellent interpersonal and networking skills, internally and externally.
- Excellent writing and presentation skills.
- Ability to develop and implement MIS

Qualifications and Experience:

- At least 3 years' minimum experience in handling private scheme recruitment in financial services.
- Bachelor's degree in business related studies
- Experience in Sales or Relationship management.
- Experience in project management is desirable.
- Experience in business credit and trade services is essential.

*NMB Bank Plc is an Equal Opportunity Employer. We are committed to creating a diverse environment and achieving a gender balanced workforce. Female candidates and people living with disabilities are strongly encouraged to apply for this position.*

NMB Bank Plc does not charge any fee in connection with the application or recruitment process. Should you receive a solicitation for the payment of a fee, please disregard it.

Only shortlisted candidates will be contacted.

Job opening date : 15-Nov-2024

Job closing date : 29-Nov-2024

**[APPLY HERE](#)**

## **2. Product Manager; Agri Retail Products (1 Position(s))**

Job Location :

Head Office, Hq

Job Purpose:

Manage Agri Products' innovation, life cycle management, features competitiveness analysis in the market and strategically work with sales team/business units to identify areas of improvements and apply a proper fix to bring more deposits by considering customers' needs and wants.

#### Main Responsibilities:

- Responsible for improving, revamping, developing and implement management of a compelling Agri Retail Products portfolio for the bank.
- Develop innovative products, revamp existing products and put a clear framework of management of the product life cycle with clear KPIs.
- Develop an optimum profitable portfolio mix of Agri Products in terms of fee income initiatives and management of interest expense
- Work with other financial inclusion players to drive financial inclusion in rural, peri-urban, and urban areas by utilizing existing bank channels to unlock financial services challenges.
- Develop and execute respective communication & marketing plan with cost effective budget for new product launch or existing revamped products for re-launch.
- Develop innovative products which contribute to digitizing society cash ecosystem and that solves customer financial challenges.
- Strategically contribute to speed of onboarding new customers and promote usage for the existing from products and processes level.
- Provide information that gives competitive advantage over peer competitors with regards to NMB Agri Retail products and Services
- Create awareness of Agri Retail products and services offered by NMB.
- Design, develop and establish an efficient and effective product portfolio Management Information reporting system and ensure proper, accurate and regular reporting for Agri products to Senior Manager; Agri Retail Products, sales team, Business Units and respective head of department for information and feedback.
- Manage relationships with business partners who support the Bank in developing new products, revamping the existing with intention to drive financial inclusion for both uptake and usage.
- Ensure all Agri Retail products and services are as per compliance standards, rules, and regulation.
- Deliver information to management in a concise manner to make strategic decisions that relates to Agri Retail Products and services.
- Conduct feasibility studies to ensure new products will be successful within the market with clear pre-research, performance monitoring and post analysis.
- Work with Retail Products and Channels Governance Manager, Compliance and Operational risk teams to effectively manage foreseeable risks under Agri Retail Products
- Propose system enhancements to ensure products are functioning well based on customers' needs and wants.
- Development of robust training models on Agri Retail products for Branches, sales, and customer experience teams.

#### Knowledge and Skills:

- Business understanding of consumer buying behavior and pricing sensitivity
- Knowledge on Argi Business ecosystem and cycle
- Building positive working relationships
- Product development and management skills.
- Communication, Innovation, Planning & Organizing skills

Qualifications and Experience:

- Bachelor's degree in business studies preferably economics, banking, agribusiness, marketing or related field.
- Master's degree is an added advantage.
- A minimum of 5 years working experience in the banking industry.

*NMB Bank Plc is an Equal Opportunity Employer. We are committed to creating a diverse environment and achieving a gender balanced workforce.*

*Female candidates and people living with disabilities are strongly encouraged to apply for this position.*

NMB Bank Plc does not charge any fee in connection with the application or recruitment process. Should you receive a solicitation for the payment of a fee, please disregard it.

Only shortlisted candidates will be contacted.

Job opening date : 15-Nov-2024

Job closing date : 22-Nov-2024

**[APPLY HERE](#)**