



PostBank

VACANCY NOTICE

PostBank is a Commercial Bank that is committed to fostering prosperity for Ugandans. The bank is growing and giving opportunity for its employees and the public. PostBank is in need of a competent and achievement driven professional to fill up the below role that has fallen vacant.

POSITION DESCRIPTION

JOB TITLE: RELATIONSHIP MANAGER - ENTERPRISE BANKING (02)

REPORTS TO: CHIEF CORPORATE & INSTITUTIONAL BANKING OFFICER

JOB PURPOSE

- The role holder shall be responsible for driving the growth and retention of client relationships within Corporate Banking by executing initiatives and activities that enhance the corporate banking offering, optimize client experience, and maximize profitability for the bank.

KEY RESPONSIBILITIES /KEY DELIVERABLES

- Complete a customer value chain analysis to further understand the customer's needs and identify sales opportunities and deploy banking solutions to meet those needs.
- Develop and implement revenue growth best practices in support of the commercial value proposition and customer's expectations.
- Proactively provide guidance to the customer pertaining to the promotion, selling, and structuring of financial solutions customized to best meet the financial needs of the commercial customer.
- Growth of deposits within a specific portfolio to ensure that set targets at a portfolio level are met.
- Growth of trade products at a portfolio to ensure growth of light and non-funded income within the portfolio.
- Proactively identify, track, and manage potential opportunities to cross-sell a product/offer to the customer.
- Explain credit procedures, qualifying criteria and expected turnaround times to customers to ensure that their expectations are being met.
- Notify customers regarding the approval or decline, including reasons thereof, of credit loan facilities.
- Managing credit quality within the expected standards relating to Portfolio at Risk and Non-Performing assets.
- Plan and implement timeous annual credit reviews for allocated commercial customers.
- Ensure the submission of high quality and accurate credit applications to enable business and credit stakeholders to appropriately assess the risk to the bank.

FINANCIAL RESPONSIBILITY

- Set and drive the achievement of sector specific financial targets and achieve the budgeted profitability.
- Goal-driven and results-oriented, with a strong focus on achieving financial and performance metrics.

BUSINESS BEHAVIOURS

- **Passion:** Committed to excellence, deliver outstanding results and make a positive impact for our customers and stakeholders.
- **Teamwork:** Collaborates, mutual respect, and diverse perspectives, to achieve shared success and deliver greater value to the Bank.
- **Integrity:** Uphold honesty, transparency, and accountability, ensuring ethical practices in every action.
- **Innovation:** Embrace creativity and forward-thinking, continually seek new solutions to enhance customer experience and drive business growth.

QUALIFICATIONS, EXPERIENCE AND COMPETENCIES REQUIRED

- Bachelor's degree, preferably in Business, Humanities, and other relevant fields.
- Post graduate qualifications such as ACCA, CPA, MBA are an added advantage.
- At least five years of relevant experience.
- At least two to three years' experience in a customer engagement or management role.
- Previous exposure and experience in business/corporate banking is an added benefit.
- Credit management Skills.
- Comprehensive knowledge and understanding of how the PostBank works.

THE FOLLOWING DOCUMENTS SHOULD ACCOMPANY THE APPLICATION

- Cover letter, Detailed CV, and Copies of academic documents all as one file.

MODE OF APPLICATION

- Online applications addressed to **Chief People & Strategy Officer**, PostBank Uganda.
- Send application to hr@postbank.co.ug with job title as subject.
- Closing Date: **Friday 14th March 2025 at 5:00pm.**
- Only shortlisted candidates will be contacted.

PostBank Uganda Ltd is an equal opportunity employer.

Toll free
0800 217 200

Whatsapp
+256 707 993 930

Email
customerservice@postbank.co.ug

www.postbank.co.ug

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