



FINANCE TRUST BANK

Finance Trust Bank was licensed as a Tier 1 Commercial Bank on 11th November, 2013, taking over the financial services business of Uganda Finance Trust Limited (MDI). Today Finance Trust Bank is a fully fledged commercial bank serving a clientele of over 400,000 depositors and over 28,000 borrowers, through a network of 34 branches country wide. The bank offers a variety of Products and services including; Savings, Current accounts, Loans, Money transfer services and Bills payments to its target market which comprises of micro, small and medium entrepreneurs, salary earners and youth.

In order to meet the needs of its growing customer base, the company is seeking to recruit dynamic, self-motivated, result oriented professionals to fill the following position;

1. RELATIONSHIP SUPERVISOR INSTITUTIONS 1 Position

The position reports directly to Manager, Business Growth

Role of the Job:

To drive acquisition and management of the Private Sector Business at the Bank that should translate into growth of the bank's deposits and loan assets.

Key Result Areas:

1. Drive acquisition of risk assets and liabilities from the private sector (Institutions/ SME's, SACCO's, and Associations) bank wide in order to grow the deposits and loans.
2. Drive profitability of the Private Sector Business segment by mining the value chains for optimal value to both customer and the bank.
3. Develop and maintain a list of all value chains and their contacts throughout the Bank.
4. Manage all Private sector / Corporate business relationships with the Bank e.g arranging meetings/calls and presentations as well as attending to customers' enquiries.
5. Monitor daily activities on accounts of private sector business partners and generate activity/progress reports on new prospects regularly.
6. Ensure that private sector customers and their value chains have access to a full range of Bank Products and services by attaining a cross sell ratio of at least 2 (products utilization):1(customer).
7. Work in partnership with Treasury team, branch management teams, regional managers and other functions in mobilization and execution of customer requests.
8. Serve as the private sector client's chief sponsor within the bank to assure high levels of client service, appropriate lines of credit, and resolve documentation issues that could arise.
9. Keep abreast of financial market developments of relevance to clients for efficient provision of financial services
10. Drive acquisition of risk assets and liabilities from the private sector (Institutions/ SME's, SACCO's, and Associations) bank wide in order to grow the deposits and loans.

Minimum educational and technical competence requirements:

- A Bachelor's degree from a recognized University.

- Three (3) years' experience in a similar position in a busy profit oriented Organisation.
- A high level of business acumen and understanding of business relationship management.
- Good understanding of sales management and
- Good understanding of banking business.
- Good computer skills i.e MS office.

Applications:

Suitably qualified candidates should address their application to Head, Human Resource, Finance Trust Bank, Plot 115 & 121, and Katwe. P.O. Box 6972, Kampala, Uganda, and email it to jobs@financetrust.co.ug. As well as photocopies of academic testimonials, and a CV. The CV should include telephone contacts and email addresses of three referees, one of who should be the most recent employer.

Closing date for submission of the applications is **22nd August, 2022**. *Only shortlisted candidates will be contacted directly on Tel. Numbers 0312 222600 or 0414 341275 ONLY.*

Please note that in line with the Bank procedures, no job offers are made online.