



# 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 500,000 depositors and over 37,000 borrowers, through a network of 35 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. Head Business and Institutional Banking

This position reports directly to the Chief Business Officer based at the Head Office.

### **Role of the Job:**

The To develop and drive Sales targets, Balance Sheet, Profit, and loss targets for the Business & Institutional Banking segment, examine and lay strategies for business growth, monitor and regularly report on segment performance, oversee product mix development, and take responsibility for the Business & Institutional Banking performance in line with the bank policies and strategy.

### **Key Result Areas:**

#### **Strategic/Financial:**

- Oversee the formulation and implementation of FTB's Institutional Banking Growth strategy.
- Drive the achievement of set business targets; Profit Before Tax (PBT), Balance sheet and other performance targets.
- Lead the preparation of annual marketing plans and strategies for liability generation to enable Business Growth Managers achieve targeted growth objectives.
- Conduct competitor analysis, market analysis and research, customer needs analysis on an ongoing basis to ensure continued competitiveness, relevance and profitability of Institutional banking offerings.
- Lead strategies for driving Trade Finance, Public Sector and Social Enterprise business.
- Lead strategies for effective launching of new products to ensure favorable market response and optimum build-up of revenue.

#### **Customer:**

- Maintain and acquire customer relationships to improve deposit liabilities and asset growth.

- Develop and grow the Relationships with Public Sector and Private Sector entities.
- Implement structures for effective customers' relationship management and ensure continuous tracking and measurement of Public Sector and SMEs Customer satisfaction/loyalty.

### **Operations:**

- Work in collaboration with the Customer Service team to define and improve service delivery standards.
- People
- Directly supervise the activities of Institutional Banking Managers within own unit to ensure optimal achievement of set targets.
- Responsible for delivering effective people management processes including performance management, talent management, training and staff career development and succession planning

### **Minimum educational and technical competence requirements**

- Minimum of a first Degree in Commerce, Accounting, Business Management or Administration or any other relevant field.
- A Master's Degree in Commerce, Accounting, Business Management or Administration would be an added advantage.
- Membership of professional banking body (at Associate or Fellowship level) is an added advantage.
- At least 7 years' work experience, 3 of which should be in a in Management role skewed to products, Marketing or Business Development position in a busy commercial setting preferably a financial services institution.
- A versatile individual with significant headroom and experience in various facets of management (Transactional Banking, Trade Finance, Business Growth, strategy etc)
- Strong track record in dealing with Public Sector.
- Excellent communications and engagement skills.
- Strong skills in stakeholder management and relationship building
- High level of integrity and strong entrepreneurial skills
- Self-drive and initiative

### **Applications:**

Suitably qualified candidates should address their application to Head, Human Resource, Finance Trust Bank, TWED PLAZA, Plot 22B, Lumumba avenue , Kampala, Uganda, and email it to [jobs@financetrust.co.ug](mailto: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 **31st March ,2024**. *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.**