



## FINANCE TRUST BANK

### JOB OPPORTUNITY

Finance Trust Bank (FTB) is now a Tier 2 Financial Institution that is regulated by the Central Bank of Uganda. The bank serves a clientele of over 300,000 depositors and over 37,000 borrowers, through a network of 34 branches countrywide. 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. 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. Associate Relationship Manager Public Sector(1Position)**

This position reports directly to Relationship Manager Public Sector and will be based at Head Office

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

To lead and drive deposit mobilization within the Public Sector segment by developing ecosystem banking strategies, capturing transactional flows, and positioning institutions as deposit aggregation hubs.

#### **Key Result Areas:**

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

- Own and deliver CASA and Average Daily Balances targets.
- Develop and execute Public Sector banking strategy.
- Drive deposit aggregation and domiciliation of collections
- Build and manage pipeline of high value institutions.
- Improve deposit mix and portfolio profitability.

##### **Customer:**

- Build senior relationships with Government, donors and related entities .
- Drive ecosystem banking (parents, members, staff, suppliers)
- Position FTB as primary bank
- Improve retention and wallet share.

##### **Transaction & Digital Adoption:**

- Drive onboarding and usage of digital platforms
- Increase transaction volumes and frequency.
- Convert cash collections into digital flows.

##### **Portfolio Monitoring**

- Track ADB, volumes, activity and retention
- Drive performance reviews and corrective actions

##### **Business Development**

- Identify new opportunities and partnerships.
- Acquire anchor institutions.

##### **Cross-Sell**

- Drive lending, transaction banking, and digital solutions

##### **Governance & Compliance**

- Ensure adherence to policies and regulatory requirements.

##### **Collaboration**

- Work with branches and teams to drive ecosystem banking.

##### **Performance Metrics:**

- Average Daily Balances growth

- CASA growth
- Active institutions onboarded.
- Transaction volumes
- Deposit retention

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

- A bachelor's degree in finance, Commerce, Business Administration, Economics, Statistics, Management, or any relevant field.
- Relevant certifications in trade finance (e.g., Certified Trade Finance Professional, etc.) are advantageous.
- 2–4 years' experience in banking, preferably in SME banking, transaction banking, or sales
- Experience in deposit mobilization and/or digital financial services is highly desirable
- Knowledge of the Ugandan banking landscape and SME sector
- Strong sales and relationship management skills
- Understanding of cash management, payments, and digital banking solutions
- Ability to engage SMEs and grassroots business segments
- Strong communication and presentation skills
- Analytical mindset with attention to detail
- Proficiency in MS Office and banking systems
- Results-driven with a strong focus on liability growth
- Passion for financial inclusion and SME development
- Proactive, self-starter with high energy levels
- Customer-centric with strong interpersonal skills
- High integrity and professionalism
- Position carries an attractive salary and benefits package.

#### **Applications:**

Suitably qualified candidates should address their application to Head of 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 documents, CV and application letter indicating your salary expectation. The CV should include telephone contacts and email addresses of three referees, one of whom should be the most recent employer.

The application should be in one PDF document. Please indicate the area of preference

Closing date for submission of the applications is **29 April 2026**. *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.**

***Finance Trust Bank is an equal opportunity employer, all qualified applicants will be considered without regard to certain protected characteristics.***