



## 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 Trade Finance (2 Positions)

This position reports directly to Manager Trade Finance and will be based at head Office

#### Role of the Job:

To develop and execute trade finance strategies and ensure the delivery of high-quality trade finance products and services across the business segments and sectors.

#### Key Result Areas:

- Drive the growth of the Bank's Trade finance business by offering clients innovative, best-in-class product suites.
- Design, develop, and enhance trade finance products, including funded and nonfunded products, while ensuring adherence to policies, processes, and TAT throughout the product provision cycle.
- Effectively deliver the customer value propositions to achieve the desired financial objectives of the bank.
- Drive growth of Bank Deposits through leveraging on Trade Finance Lines.
- Oversee day-to-day operations of trade finance across segments to ensure efficiency and effectiveness.
- Identify market opportunities to drive innovation and competitive advantage in trade finance.
- Provide expert advice and support to staff and clients on trade finance solutions and strategies.
- Implement risk management strategies to identify, assess, and mitigate potential risks associated with trade finance operations. Work with compliance and legal teams to ensure proper governance and compliance.
- Collaborate with other business units and departments to cross-sell trade finance products and services.
- Develop Trade transactions and negotiate term sheets for execution.
- Manage the entire process flow, including origination, credit approval, and contracting, to ensure that the process is finalised within the optimal time.
- Liaise with the Operations and Credit departments to ensure that disbursement is done within the required timelines.
- Ensure that the trade finance portfolio is managed according to the agreement's terms and to the client's satisfaction until the agreement expires.
- Collaborate with the Manager Distribution Channels and segment heads to indicate wallet opportunities and develop a growth strategy to increase Product per Customer (PPC).

- Train Relationship officers and managers on Trade products and needs identification.
- Oversee the preparation of training materials for trade Finance and Manage the development of Trade finance skills, knowledge, and tools across the bank.
- Ensure timely resolution of client onboarding and service issues
- Ensure full compliance with KYC, AML, and Bank of Uganda regulations
- Adhere to internal policies during client onboarding and transactions
- Identify and escalate potential risks in client relationships

#### **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.***