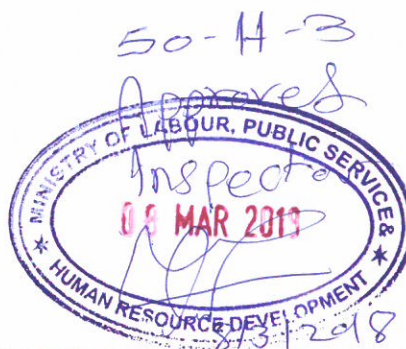




**Stanbic Bank**  
A member of Standard Bank Group



## JOB OPPORTUNITY

<b>Job Title:</b>	<b>Business Manager/Client Analyst</b>
<b>REPORTS TO:</b>	<b>Relationship Manager</b>
<b>DEPARTMENT/JOB FAMILY:</b>	<b>Corporate &amp; Investment Banking – Client Coverage</b>
<b>SBG Grade</b>	<b>SBG 10</b>
<b>Job Location</b>	<b>Juba – South Sudan</b>

### STANDARD (STANBIC) BANK'S BACKGROUND

Standard Bank (Stanbic Bank) is a leading African bank and it has been a mainstay of South Africa's financial system for over 150 years. From our head office in Johannesburg, we have developed and refined our universal banking competencies while playing a central role in developing the sophisticated South African financial sector, in what is today a successful developing economy.

Standard Bank's (Stanbic Bank) international expansion has taken it from its Southern African base into 17 countries across the continent, and 15 countries outside Africa. Africa is at the core of our future strategy and is where we have a natural competitive advantage in connecting Africa to other emerging markets. This strategy positions us well to realise significant opportunities for clients doing business in these markets.

### PURPOSE OF THE POSITION

Conduct ongoing research and analysis to enable the Relationship Managers to fully understand the clients' business, context, and identify potential business opportunities for the bank.

Interpret the research findings and analytics. Make recommendations regarding potential opportunities or risks so that the Relationship Manager is able to proactively identify solutions or mitigate commercial risks.

### KEY RESPONSIBILITIES

- Conduct research on clients, their business, operations and performance, as well as trends in their specific industries at the request of the Relationship Managers.
- Compile and analyse information regarding sales activity and business pipeline.
- Interact and liaise with clients with the purpose of providing or requesting information, to assist in the deal execution and/or gathering critical information for the bank.
- Ensure that the client information is updated in all the relevant information systems, and when out-dated, liaise with clients to gather the updated information.
- Compile and analyse reports on client profitability, product profitability and provide input to the budget planning and performance management process.
- Responsible for the implementation and adoption (within Branch, Department or Section) of all Compliance, Anti-Money Laundering and Sanctions related requirements contained in policies, procedures and processes. This includes verification and confirmation of PEP approval as per the on boarding process.
- Support Relationship Managers in the credit process including credit applications, PCC (paper preparation), excess management, compliance related issues to achieve zero write-off of debt, zero operational loss issues and other relevant workflows between credit and coverage.
- Ongoing review of client base for potential High Risk clients.



- Develop and prepare credit paper for submission to the Product Credit Committee (PCC) in conjunction with Relationship Manager.
- Develop and prepare appropriate documentation to complete annual credit review in conjunction with the Relationship Manager.
- Act as escalation point for any identified risks to Relationship Manager.

## KEY QUALIFICATIONS, EXPERIENCE AND PERSONAL COMPETENCIES

### Personal Competencies

- Ability to express ideas, analysis, findings, formulate recommendations, etc. by means of clear and effective writing, in order to support professional communication internally within Standard Bank and externally.
- Ability to acquire a greater understanding of trade, economics or relevant subject under study through the application of formal research methodologies to gather and analyse reliable, relevant and verifiable information, test hypotheses, and draw conclusions. The research methodologies are related to those used in the pure, applied and social sciences, the fields of law, business, trade and economics to assist other core departments within Standard Bank.
- The ability to identify patterns or connections between situations that are not obviously related, and to identify key or underlying issues in complex situations. It includes using creative, conceptual, or inductive reasoning.
- Focusing one's efforts on discovering and meeting the client's needs. This behaviour can be displayed towards internal or external clients, depending on the role that the individual occupies.
- A concern for working well or for surpassing a standard of excellence. The standard may be one's own past performance (striving for improvement); an objective measure (results orientation); outperforming others (competitiveness); or even doing what no one has ever done (innovation).
- Implies the intention to work cooperatively with others, to be part of a team, to work together, as opposed to working separately or competitively.

### Knowledge

- Bachelor's degree in business or business related field.
- A post graduate business degree will be considered an advantage.
- Sound knowledge of banking products/services and the procedures underpinning them.
- Knowledge of the Code of Banking Practice.
- Basic knowledge of the functions of the various departments within the Bank.
- Attendance of relevant bank training courses

### Experience

- At least 2 years' experiences in the Banking, Financial Services or Business Consulting
- Experience in conducting research and analytics, supported by strong computer proficiency skills.

## APPLICATION PROCESS

If you believe you are the right candidate, please email your application/CV and other accompanying documents to [wegyet@Stanbic.com](mailto:wegyet@Stanbic.com) before **28<sup>th</sup> March 2018**. OR by hand delivery to Human Resources Manager, **Stanbic Bank Limited**, West Yat Business Centre, Airport Road, Tong Ping/ P.O. Box 630, Juba, South Sudan

### Important Note:

We thank you for your interest to work for Stanbic Bank Limited however note that only short-listed candidates will be contacted for an interview.