



Ecobank South Sudan Limited, a leading commercial bank offering wholesale, retail, transaction banking services and products to individuals, governments, financial institutions, multinationals, international organizations, medium and small enterprises; seeks to recruit dynamic professionals for the following positions: -

POSITION : RELATIONSHIP OFFICER/CORPORATE BANKING
REPORTS TO : LOCAL ACCOUNT MANAGER/CORPORATE BANKING

JOB PURPOSE

- To aid and support to Local Account Managers/ Affiliate to grow the in country Corporate Bank relationships, business, and revenue in a profitable and cost-effective manner.
- To understand client needs and objectives and identify opportunities for Corporate Bank to support clients in addressing or escalating problems and challenges relating to sustainable growth and profitability.

KEY RESPONSIBILITIES

Responsibility 1 – Sales and Relationship management

- Devise and propose service development initiatives.
- Implement any improvements agreed to on a local level.
- Attain targeted sales goals, performance targets and customer satisfaction through the effective management of resources.
- Conduct joint sales with Global Account Management (GAMs)/Regional Account Management (RAMs) where applicable and product team with emphasis on cross selling to increase wallet share for Ecobank.
- Ensure that client instructions are duly affected by applying all standard checks and controls in
- coordination with other departments.

Responsibility 2 – Business Development

- Implement marketing strategies to develop existing portfolio and develop new opportunities.
- Understand customer needs and provide with products and services to satisfy clients' needs and achieve business objectives.
- Develop executive contact plan and arrange meetings with appropriate GAMs/RAMs where applicable

Responsibility 3 – Customer Excellent

ECOBANK SOUTH SUDAN LIMITED

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- Handle client queries of day-to-day nature and assist in resolving client's problems within the team

Responsibility 4 – Leadership & People Management

- Track and provide weekly reports on Portfolio performance at Relationship Management level
- Team Player

Responsibility 5 – Strategic Initiatives

- Lead strategic initiatives that will create business growth

A SUITABLY QUALIFIED CANDIDATE SHOULD HAVE:

Experience & Qualifications

- At least 2-5 years sales experience with good sales track record preferably in Wholesale Corporate Banking.
- Ability to interact and negotiate with the client organization at the local decision-making level.
- Bachelor's/Master's Degree in Business Administration, Marketing, or related field of study
- Language (English &/ or Arabic)

Skills, Capabilities & Personal attributes

- Good verbal and written communication skills in relevant languages to the account assigned.
- Ability to pull together various resources to sell and deliver customer solutions.
- Good organizational and time management skills
- Result driven and team player
- Customer/market orientated and Networking.
- Ability to establish direction and drive execution
- Excellent at delivering and owning results
- Strong interpersonal, influencing and communication skills.
- Attention to detail
- A proven ability to deliver under pressure
- IT Literate in Microsoft applications

HOW TO APPLY:

Interested candidates for the above positions should submit their application and updated CV to: hrrecruitment@ecobank.com no later than 24th December 2021. **Only shortlisted candidates will be contacted.**

