

We are seeking a dynamic and results-driven Relationship Manager - Business Development with a proven track record of building and maintaining strong client relationships while driving business growth.

Job Holder

The incumbent will be responsible for driving revenue generation, client satisfaction, and market expansion.

This role is crucial in fostering and maintaining strong client relationships, identifying new business opportunities, and contributing to the overall growth and success of the organization through building and strengthening relationships with our key stakeholders, including government agencies, businesses of all sizes, and SMEs.

Job Summary

The Relationship Manager - Business Development will be part of the corporate banking team. In the current Bank strategy, the management recognized the changing business environment which requires the Bank to recruit a highly motivated and experienced Relationship Manager - Business Development to join our Corporate Banking team. In this role, the candidate will play a key part in building and strengthening relationships with our key stakeholders, including government agencies, businesses of all sizes, and SMEs. You will be responsible for managing existing accounts, identifying and developing new business opportunities, and contributing significantly to the growth of our bank in the South Sudanese market.

The Bank's mission is to offer a complete financial solution to partners through quality products and services, profitable financing solutions, innovative technology, and a knowledgeable, responsive team. In the current Bank strategy, the management recognized the changing business environment which requires the Bank to recruit a highly motivated and experienced Relationship Manager - Business Development to join our Corporate Banking team. In this role, the candidate will play a key part in building and strengthening relationships with our key stakeholders, including government agencies, businesses of all sizes, and SMEs. You will be responsible for managing existing accounts, identifying and developing new business opportunities, and contributing significantly to the growth of our bank in the South Sudanese market.

Kush Bank PLC, established in 2012, is a fully licensed Commercial Bank, Capitalized per the Bank of South Sudan requirements. Since commencing operations, the Bank has become recognized as a trusted financial service operator and a stable partner to clients. The Bank provides innovative and timely solutions to meet the unique requirements of organizations operating within South Sudan.

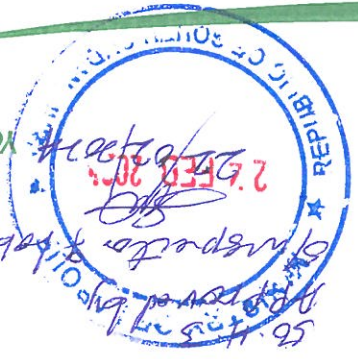
Background

Job Title	Relationship Manager - Business Development
Reporting to	Deputy Head of Department – Business Development
Location	Juba
Grade	
Direct Reports	Relationship officers

February 22, 2024

Your trusted business partner

Kush Bank



The ideal candidate will have a strategic mindset, combining market insight with a keen understanding of client needs to identify and capitalize on new business opportunities. Additionally, the individual must demonstrate excellent communication and negotiation skills and the ability to articulate our value proposition persuasively.

The successful candidate should be goal-oriented, able to thrive in a fast-paced and challenging business environment, and collaborate effectively with cross-functional teams.

A self-starter with a passion for achieving and exceeding targets, the ideal candidate will play a pivotal role in contributing to the bank's success and fostering long-term client satisfaction.

Key Responsibilities

1. Client Relationship Management:
 - Cultivate and nurture relationships with existing clients to ensure satisfaction and loyalty.
 - Proactively engage with clients to understand their needs and provide solutions that align with company offerings.
 - Develop and present tailored financial solutions to meet client needs.
 - Act as the primary point of contact for client inquiries, concerns, and escalations.
 - Manage and monitor credit risk associated with assigned accounts.
2. Business Development:
 - Identify and pursue new business opportunities in various sectors to expand the client base and achieve revenue targets.
 - Conduct market research to stay informed about industry trends, competitors, and potential business developments.
 - Collaborate with the Head of Business Development to develop and implement strategic plans for business growth.
3. Sales and Revenue Generation:
 - Develop and present proposals to potential clients, showcasing the organization's products and services.
 - Negotiate terms and close deals to achieve sales targets and ensure favorable terms for the bank.
 - Monitor and report on sales performance, providing regular updates to the Head of Business Development.
4. Cross-functional Collaboration:
 - Collaborate with other departments, such as marketing and product development, to align business development strategies with company objectives.
 - Work closely with the sales team to ensure a unified approach to client engagement and revenue generation.
 - Build and maintain positive relationships with internal and external stakeholders.
 - Perform any other tasks that may be assigned by a supervisor arising from the bank's operational needs.
5. Documentation and Reporting:
 - Maintain accurate and up-to-date records of client interactions, proposals, and contracts.
 - Prepare regular reports on client activities, market trends, competitor activities, and business development activities, highlighting key performance metrics and achievements.

External Contacts

1. Clients and Prospective Clients
2. Industry Partners and Stakeholders
3. Networking Groups and Associations
4. Government Agencies and Regulatory Bodies
5. Competitors



Due to the urgency of filling this position, applications will be reviewed as they come, and only shortlisted applicants will be contacted.

This position is open to qualified South Sudanese candidates exclusively. Women are highly encouraged to apply. If you have the above-required competencies, please send your CV, copies of Academic Documents, and an engaging letter by March 14th, 2024, through recruitment@kushbankss.com or hand-deliver your application to KUSH Bank, Konyo Konyo Offices, Opposite Juba City Council.

- Attention to detail: The ability to pay attention to details and ensure that all aspects of the operations are running smoothly.
- Knowledge of financial services: Demonstrated understanding of financial services, including banking products and services, microfinance, and other related services.
- Compliance knowledge: Knowledge of regulatory requirements for NGOs and commercial businesses
- Cultural sensitivity: The ability to work with people from different cultures and backgrounds.
- Flexibility: The ability to adapt to changing situations and work in a fast-paced and challenging environment.
- Ability to work in a fast-paced environment.
- Fluency in English (both written and spoken). Spoken Arabic would be an added advantage.
- Good knowledge of the South Sudan business environment and market trends.

Competencies

- Interpersonal Skills: The ability to build and maintain strong relationships with clients, ensuring that they receive high-quality services and that their needs are met.
- Communication skills:
 - The ability to communicate effectively with clients, team members, and other stakeholders.
 - Excellent negotiation and presentation skills.
- Teamwork and Independence: The ability to work collaboratively in a team and independently.
- Strong analytical skills: The ability to gather market information and identify, analyze, and interpret market data and trends and areas for improvement.
- Problem-solving skills: The ability to identify problems, develop solutions, and implement changes to improve service delivery.
- Organizational skills: The ability to manage multiple tasks and projects and prioritize work effectively.
- Goal-oriented with a focus on achieving and exceeding targets.

Skills

- Bachelor's degree in Business, Marketing, or a related field.
- Minimum of 3 years of experience working in a similar role in South Sudan.
- Proven experience in business development, client relationship management, sales, or a related role.

Qualifications (Academic & Professional):

1. Business Development Team
2. General Sales Team
3. Marketing Department
4. Product Development Team
5. Finance Department
6. Executive Leadership

Internal Contacts

6. Professional Advisors

