



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 : CASH MANAGEMENT SALES OFFICER
REPORTS TO : HEAD, PAYMENT

JOB PURPOSE

To design and deliver Cash Management solutions for commercial and corporate customers as well as sales pipelines in line within Country Target Market List, and to meet/exceed sales goals and targets in respect of revenues and volumes.

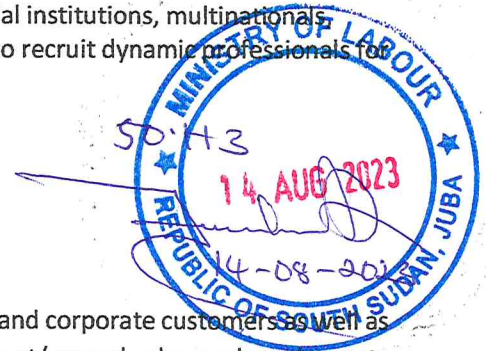
KEY RESPONSIBILITIES

Sales and Relationship Management

- To deliver Cash Management products and solutions to our customers in the most efficient and cost-effective way using appropriate technology, whilst closing product gap versus competitors.
- Lead Cash Management Product and Sales Focus on Payments & Collections to expand the cash management customer base in-country and grow market share of cash management, generating a significantly enhanced base of low-cost liabilities for the country.
- Develop and execute an innovative product origination, implementation, and delivery plan that positions Ecobank's payment & collection products in a leading stance in the marketplace. This is facilitated by identifying and researching customer needs based on customer interaction and interface with Account Executives and other key bank units.
- To monitor, track and report on sales activity on a periodic basis and to ensure action is taken to meet sales targets.
- To train Relationship Managers in product knowledge, provide technical product expertise and conduct joint calls to ensure joint sales goals are met, new revenue opportunities are identified and customer feedback on product and competition is obtained.
- To provide feedback and assistance to all areas of transaction banking, e.g., Product Management, Marketing, etc. to ensure that the voice of the customer and local requirements are incorporated into ongoing plans and initiatives. To keep abreast of customers' needs, trends, and product/market intelligence for new product developments/enhancements, strengthening Ecobank's competitive position in this field.

Cash Management

- Develop a Cash Management Product Implementation & Sales plan in line with the organizational objectives.
- Identify and evaluate potential revenue opportunities in new and diverse markets targeting the larger country flow opportunities. This would include public sector collections and



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payments, specialized corporate collections and payments, mass utility and insurance collections, large public sector disbursements, oil industry collections.

- Support the growth via product innovation of local currency liabilities of the bank.
- Support and actively develop network expansion alliances via correspondent banks, security companies etc. to meet the needs of corporate customers.
- Develop and continually expand the target market of Cash Management products, working actively with Relationship Managers, IT & operations personnel, Domestic Banking staff.
- Direct and support the preparation and presentation of cash management led sales proposals to account prospects across the target market.
- Ensure efficient and accurate product management financials, volume, trend and variance analysis.
- Actively update and monitor the deal pipeline for growth.
- Ensure adequate pricing of Cash Management products on a revenue/expense basis and ensure full collection of fees and commissions, whilst growing this revenue line.
- Utilize above interaction to act as an oversight between the client and internal organizations in the effective service delivery of cash management products.
- Ensure Ecobank's Electronic Banking products meet customer needs in-country, working with LAMs.
- Ensure Ecobank's Electronic Banking products are positioned as a leader in the market and grow acquisitions aggressively for all information and transaction initiation modules.
- Work actively with LAMs to ensure speedy implementation and maintenance of systems.

Business Development

- Formulating Country Cash Management strategy
- Setting and implementing budgets to meet financial and other objectives.
- Recommending and implementing policies for target customers, products, and pricing
- Developing close and effective contacts with key clients.
- Delivering improved Cash management revenues.



A SUITABLY QUALIFIED CANDIDATE SHOULD HAVE:

- Bachelor's degree required at a minimum
- At least 2-3 years sales experience with good sales track record, preferably in Corporate Banking.
- Customer focused & results orientated.
- Excellent verbal and written communication skills in relevant languages to the accounts assigned.
- Knowledge of banking products and operations, deposits, and other liability instruments.
- Good organizational and time management skills are highly emphasised.
- Result driven team player.
- Inclusive, flexible, internationally savvy, and sensitive to client culture.
- Understanding of country fund flows and regulatory requirements.

Skills, Capabilities & Personal attributes

- People-management techniques and skills
- Strong inter-personal skills
- Expected to formulate unique solutions based on knowledge and customer challenges.
- Strong analytical ability
- Initiative and Innovative thinking



- Strong Customer Focus and continuous interface
- Planning and problem solving in the short to medium term
- Assisting with the management and performance of an entire licensed bank operation in a sometimes-volatile environment.

HOW TO APPLY:

Interested candidates for the above positions should submit their application and updated CV to: hrrecruitment@ecobank.com no later than 31st August 2023. **Only shortlisted candidates will be contacted.**

