



## Career Opportunities at Bank BIC Namibia

Suitably qualified and highly motivated candidates are invited to apply for the following position.

### HEAD OF BUSINESS AND CORPORATE BANKING (WINDHOEK)

Bank BIC is looking for a **Head of Business and Corporate Banking** reporting to the Executive Director:

#### **Job Purpose**

The emphasis of this position will be on the acquisition of new customers for the Bank, the provision of superior service levels, and development of new opportunities within an existing portfolio of clients through the marketing of the Bank's products and services in a competitive Personal, Corporate and Business Banking environment.

#### **Key Responsibilities**

- Identifying potential new clients and deliver banking solutions that meet client needs through understanding of client's business and needs through relationship management
- Demonstrate an understanding of risk parameter by managing client relationships according to credit principles
- Act as a point of contact for the defined customer portfolio
- Deal with customer queries and ensure they are resolved to the satisfaction of the client
- Manage and maintain the growth of existing clients
- Maximize Business Portfolio, cross sell opportunities and strengthen client relationships
- Achieve individual targets as set out according to sales plan and budget
- Comply with governance in terms of legislative and audit requirements
- Prepare credit proposals for review
- Build relationships with internal stakeholders through communication and networking as determined by client needs
- Keep abreast of market conditions; do research to determine opportunities and keep updated with market and financial news
- Seek opportunities to improve business processes and systems by identifying and recommending effective ways to operate and adding value to Bank BIC Namibia
- Responsible for selling and networking within an existing client base to cross-sell and generate new business
- Coordinates marketing, sales and support services
- Develops and implement annual business plan to promote and maintain business

#### **Knowledge Required:**

- Good understanding of all banking products and systems.
- Broad industry and market knowledge, as well as having a sound understanding of local and global economic fundamentals.
- Extensive and sound experience in all aspect of normal Business Banking, with particular emphasis on relationship management.
- A sound financial and credit analysis background.
- Superior interpersonal, negotiation, networking and marketing skills.
- Excellent sales and negotiation skills

#### **Key Requirements**

- An applicable Diploma in banking/ credit management and / or an applicable tertiary qualification will be a pre-requisite.
- Minimum of five (5) years general banking experience, of which at least two (2) years in a relationship management position.
- Proven sales record
- Namibian citizenship
- Valid Drivers License

Applications accompanied by a detailed CV should be forward via email to: [hresources@bankbic.na](mailto:hresources@bankbic.na)  
**Closing date: 15 January 2022**

