

Relationship Manager – Project Finance

The position holder is responsible for an existing portfolio of clients while on boarding new clients with a view of achieving profitability and balance sheet targets at individual level while complying with all internal and regulatory policies and guidelines ensuring high level of portfolio quality. In doing so he/she will be responsible;

The Job

- To formulate strategies and to execute business plans in line with the Team's strategy, in order to achieve the set targets at individual level
- To solicit structure and execute long-term financing initiatives to meet the target assigned
- To structure term financing for projects/customers to suit the project cash flows while being in line with Bank's norms on lending and credit policies such as asset cover, debt servicing capacity, minimum targeted returns, exposure limits, etc..
- To build and develop relationships with Development Finance Institutes (DFIs), Investment Banks and other International/Local Financial Institutes, regulatory authorities, banks, security agents and legal counsels, in order to manage bilateral and syndication loans
- To ensure timely action with respect to recoveries and portfolio quality is maintained at expected levels
- To ensure that the credit reviews are carried out annually and to follow-up on all watch listed clients
- Meet the Income, Fee, Asset and Liability targets given
- Prepare internal approval memos and manage the approval and legal documentation process, manage the disbursement process etc..

The Person

- Should possess a Bachelor's Degree AND a recognized Professional Qualification in the field of Engineering, Science, Commerce, Finance, Banking or related
- Possess at least 5 years relevant experience amongst other exposure in Banking and / or Financial Services
- Possess skills in carrying out detailed industry analysis and various industry specific financial projections
- Analytical skills and the ability to understand the dynamics of the business through financial data
- Possess strong negotiation and communication skills

Please login to <https://www.ndbbank.com/careers> to apply on or before 3rd May 2023

We will correspond only with the shortlisted applicants

"We are an equal opportunity employer"



Vice President, Group Human Resources

Classification: Internal

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