

Career Opportunities with Access Bank



There is an exciting career opportunity available at Access Bank Botswana for self-motivated individuals with outstanding integrity, a good track record of performance, excellent oral and written communication as well as strong interpersonal skills. As part of its growth strategy, the bank is looking for an experienced candidate with suitable technical competencies to take up the following opportunity:

Head of FIs and NBFIs - Corporate Banking

Purpose of the role

In this key role, you will have end to end responsibility for the development and strategic growth of the portfolio that will deliver relevant solutions to the Financial Institutions and Non-Bank Financial Institutions segment.

With a hunter mentality, you are managing the portfolio to increase Access Bank's share of wallet within Transaction Banking while strategically leveraging the relationships to source business for other units. Collaboration with a broad range of the Bank's different stakeholders, ie, product sales, foreign exchange solutions is essential and will be part of your everyday duties.

Key responsibilities

- ◆ Focus on sales origination, revenue realization and retention to achieve revenue goals
- ◆ Drive product agnostic cross selling and wallet share goals through execution of account plans
- ◆ Understand market trends to identify growth opportunities, anticipate obstacles and communicate a forward-looking plan that is responsive to changes in the environment
- ◆ Work with product partners to manage overall client relationships and provide a wide range of solutions
- ◆ Ensure client relationships and proposed client solutions meet or exceed internal risk and return standards
- ◆ Closely monitor client portfolio risk with appropriate and timely escalation of issues

Requirements

- ◆ Graduate Degree, MBA preferred, high level of personal integrity, proven dedication to excellence, leadership qualities and a flexible, creative, innovative personality
- ◆ 10+ years in senior sales/product leadership roles with related experience working with NBFIs and FI's
- ◆ Good knowledge of FX, Cash management & Trade products
- ◆ Ability to establish and maintain senior client relationships
- ◆ Sound corporate credit knowledge, including understanding of financial analysis, credit and risk

Assistant Relationship Managers (2 Positions)

Purpose of the role

To assist the Relationship Manager to originate new business, retain current business and identify opportunities to cross and up-sell the bank's products and services to deliver profitable, sustainable revenue growth. The role includes a strong focus on providing portfolio analytics and product data, managing credit risk, driving process and cost efficiencies both for clients and the bank and coordinating / facilitating client onboarding and successful deal implementation.

Key responsibilities

- ◆ Assist with development and execution of relationship strategy, calling plan and sales goals based on clients' needs and opportunities
- ◆ Undertake in the appropriate analysis and preparation of client value and strategic plans utilizing client vision
- ◆ Delegates service required to Client Service Team (Ops)
- ◆ Prepares background and other necessary information for the RM ahead of client visits
- ◆ Attends to and closes all operational concerns from client/business perspective (e.g. Arrears Management, Excesses, Overdue reviews, Covenant Tracking)
- ◆ Performs periodic portfolio and industry analysis and alerts RM of threats and opportunities that could impact performance
- ◆ Carries out any admin Business Development duties in liaison with Ops/Credit team
- ◆ Gather and analyse MIS data to minimise ongoing revenue leakage by monitoring account performance and facility utilisation and producing weekly and monthly reports on excesses and arrears on customer accounts
- ◆ Provide Relationship Manager with useful metrics, including sector and competitor trends, client behaviour and key account performance

Requirements

- ◆ Degree in Finance/Economics or any relevant field would be preferred
- ◆ Minimum 3 years experience
- ◆ In-depth product knowledge across all product sets
- ◆ Ability to drive business and deliver results
- ◆ Relevant sector and industry knowledge, Relevant credit and legal understanding
- ◆ Exposure and knowledge of sales discipline tools

Operational Risk Manager – Wholesale Banking

Purpose of the role

Proactive management of enterprise wide risks within the Bank's risk appetite. This includes promoting a risk culture in the organization and ensuring that the process of identifying, measuring, controlling and reporting of risks is aligned to the Enterprise Risk Management framework to ensure optimum risk.

Key responsibilities

- ◆ To lead and oversee the Operational Risk Management Framework of the Bank
- ◆ Provide Critical Analysis and review of Risk Assessments produced by the first line of defense
- ◆ Provide oversight on 'spot/surprise/deep dives' on key identified / potential Risks.
- ◆ Work with business areas to identify and manage risks in their operations
- ◆ Assess and monitor operational risks and control effectiveness across businesses and functions to form an end to end view
- ◆ Organize operational risk committee meetings and perform secretarial duties thereon
- ◆ Conduct Risk reviews and assessments of controls and assist in implementing adequate controls
- ◆ Manage implementation of Business Continuity Management

Requirements

- ◆ Graduate Degree,
- ◆ 5 years of relevant experience in Risk management, control function preferably in a Bank
- ◆ Deep appreciation of robust governance in the context of risk and control environment.
- ◆ Accomplished and resourceful leadership to supervise operational risk practices within a business.
- ◆ Solid understanding of risk management and sound operational risk practices.

Head of Client Experience – Wholesale Banking

Purpose of the role

The role holder will be responsible for formulating and implementing the Wholesale Banking client experience and service strategy.

Key responsibilities

- ◆ Setting up a corporate contact centre and managing overall Client Experience and NPS Score
- ◆ Developing service initiatives
- ◆ Managing client issues and requests in line with agreed service levels and Access Bank service standards, policies and procedures of Business Continuity Management

Requirements

Bachelor's Degree in Business related fields with more than 5 years' experience in the field; Proven experience in Service and banking is essential along, with creative and analytical skills; The ability to work under pressure in stressful market conditions is vital and the candidate will require solid organizational and planning skills with outstanding verbal communication and interpersonal skills to be successful in this position.

Market Risk Manager (Re-Advertisement)

Purpose of the role

The incumbent will be expected to coordinate all Market Risk Management Activities for the Bank including Capital, Funding and Liquidity Management and to advise Executive Management and Treasury on optimal market risk.

Key responsibilities

- ◆ Identify key market risks affecting both the trading and banking books and check that these risks are identified through regular reviews
- ◆ Prepare daily Liquidity Position Report, Market Risk Report, Cost of Funds and Portfolio Daily Returns
- ◆ Monitor and escalate breaches of limits and triggers and ensure that limits are aligned to regulatory limits
- ◆ Analyze market risk for new products to ensure these are aligned to the bank's market risk framework Provide input to relevant committees on market risk matters to ensure informed decision-making
- ◆ Ensure all types of liquidity risk within the bank are captured and appropriately modelled

Requirements

- ◆ graduate qualification in Mathematics or Statistics or associated fields
- ◆ 2+ years' banking experience with working knowledge of Asset Liability Management and/or Market Risk
- ◆ Strong in Treasury, Forex and Fixed Income Markets or a similar skill set
- ◆ Proven Track record in delivering results, financial modelling, capacity to influence senior business leaders in a fast-paced environment.
- ◆ Knowledge of Strategic and Financial Planning including activity costing, benchmarking and KPI's
- ◆ High computer literacy, critical thinker and problem - solving skills

Marketing Manager – Wholesale Banking (Re-Advertisement)

Purpose of the role

The successful candidate will be expected to manage and execute a range of marketing initiatives that drive demand for Access Bank Botswana among Wholesale Banking segments. This individual must be able to understand the segment needs and be able to execute marketing programs to address those needs and assist the Bank in establishing profitable marketing and advertising solutions to these requirements in a changing economic environment.

Requirements

- ◆ Bachelor's Degree in Marketing, Business Management or related fields;
- ◆ Proven marketing and communications experience in Corporate Investment Banking, Wholesale Banking, Commercial Banking or Business Banking is essential along with creative and analytical skills;
- ◆ The ability to work under pressure in stressful market conditions is vital and the candidate will require solid organizational and planning skills with outstanding verbal communication and interpersonal skills to be successful in this position.

Access Bank (Plc) Botswana provides a competitive package and will offer the successful candidate a salary commensurate with the person's qualifications and experience.

If you believe you are the right candidate for this position, please send your application, cover letter, detailed curriculum vitae, certified copies of academic certificates, Oming and contacts of three referees to botswana-careers@accessbankplc.com

To be considered, your application must be received by **28th February 2022**. Only short listed candidates will be contacted.