

## **JOB DESCRIPTION**

**Position: Relationship Manager, Trade Sales**

**Reporting Line: Head Corporate/Commercial Bank**

### **Roles & Responsibilities:**

- Coordinate Marketing of Local/Regional Trade opportunities covering import and export financing and services, across the country
- Identify Local/Regional Trade Finance opportunities and trends common across geographies and develop generic solutions to exploit for the benefit of clients and the Banks
- Build and maintain local/regional trade sales pipeline
- Own, manage and update generic trade product programs for local/regional trade products
- Keep abreast of local and international developments in the area of trade including competitive offerings in the market
- Consistently develop Strategies that facilitates excellent customer service delivery of the bank's International banking services
- Maintain a balance in adherence to regulatory guidelines in transaction processing while exciting customers with efficient service delivery
- Trade Finance product development and knowledge dissemination across the bank
- Trade customer engagement, conversion of new prospects and optimization of inactive and existing customers
- Trade data analysis and constant production of actionable strategies based on trends from performance indicators and customer requirements

### **KPIs:**

- Achieve the approved Trade Sales PBT target for the Bank