

JOB TITLE: Corporate RM – Energy Sector	REFERENCE INDICATOR:
DIVISION: Corporate Banking	DEPARTMENT/ UNIT: Corporate Banking
JOB GRADE:	VERSION NO.: 1
<u>JOB OBJECTIVE(S)</u> Responsible for developing and managing relationships with corporate customers within the Energy sector, including power generation, transmission, distribution, renewable energy, green infrastructure and related energy projects.	
<u>DUTIES & RESPONSIBILITIES</u> Business Development & Relationship Management ▪ Develop relationships with Independent Power Producers (IPPs), renewable energy developers, EPC contractors, and energy service companies. ▪ Identify and acquire new customers within the energy sector. ▪ Promote the Bank's products and services to energy sector clients. ▪ Develop tailored financing solutions for energy projects. ▪ Maintain regular contact with key decision makers within assigned organizations. ▪ Build strategic relationships with regulators, developers and industry stakeholders. ▪ Identify financing opportunities in geothermal, wind, solar, hydroelectric, biomass and other renewable energy projects. ▪ Promote sustainable finance and green financing solutions in line with the Bank's ESG objectives. ▪ Structure financing for energy transition initiatives, electric mobility (e-mobility), and climate-resilient infrastructure projects. Portfolio Growth ▪ Drive growth in deposits, lending and fee income from energy sector customers. ▪ Structure project finance, equipment finance, green financing and working capital facilities.	

- Promote treasury, foreign exchange, trade finance and digital banking solutions.
- Increase customer profitability through cross-selling initiatives.

Credit Management

- Analyze financial statements and project cash flows.
- Prepare comprehensive credit proposals.
- Monitor facility performance and ensure compliance with approved terms.
- Initiate recovery actions on overdue facilities.
- Ensure quality documentation for all lending transactions.

Sector Intelligence

- Monitor developments in the power, renewable energy and infrastructure sectors.
- Analyze industry regulations and market trends.
- Identify opportunities in green finance and sustainable banking.
- Conduct competitor analysis within the sector.

Operational Responsibilities

- Prepare portfolio reports.
- Maintain customer databases.
- Ensure timely processing of customer requests.
- Coordinate with internal departments for seamless service delivery.
- Ensure compliance with regulatory requirements and Bank policies.

KEY PERFORMANCE INDICATORS

- PBT Budget Achievement
- Deposit Growth
- Loan Book Growth
- Energy Sector Portfolio Growth
- Number of New Energy Sector Clients
- Renewable Energy Financing Growth

JOB REQUIREMENTS

- Bachelor's Degree in Business, Finance, Economics, Engineering or related discipline.
- Professional banking qualification is an added advantage.
- Minimum five (5) years' experience in Corporate Banking.
- At least three (3) years managing large corporate customers.
- Experience in financing power, infrastructure or renewable energy projects is an added advantage.
- Knowledge of project finance and infrastructure lending.

KEY COMPETENCY REQUIREMENTS**Knowledge**

- Energy sector value chain.
- Power generation and distribution.
- Renewable energy financing.
- Infrastructure finance.
- Project finance.
- Credit analysis.
- Treasury products.
- Trade finance.
- Cash management.
- Financial modelling.

Skill/Competencies

- Dynamic, analytical and self-driven individual with the ability to work under pressure, maintaining a professional and helpful attitude at all times
- Strong networking skills, for both internal and external networks
- Relationship Management skills with excellent communication and interpersonal skills
- A passion for performance, team play and achievement in a competitive and dynamic environment
- Hardworking with excellent organizational and planning skills
- Commercial awareness and customer focus

REPORTING RELATIONSHIPS

Reports to: Head of Corporate Banking

Job Holder:	Supervisor:	HCM:
Name:	Name:	Name:



JOB DESCRIPTION

Date:	Date:	Date:
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