

VACANCY



Job Title: HEAD OF RETAIL

Reporting to: MD/CEO

Job Summary

To provide overall Retail & SME Strategy and Leadership in order to drive Retail Business (SME and Individuals) across all channels to meet set business and financial targets.

Major Duties and Responsibilities	Minimum Education Qualification
<ul style="list-style-type: none">• Overall direction setting for Retail business and management within the bank.• Management of Retail Banking channels to optimize service delivery.• Develop and execute product strategy for new and existing products as well as provide sales and operational management.• Market segmentation and initiatives to ensure continual market relevance of the bank.• Retail assets product development, customization and management.• Retail liabilities, product development, customization and management.• Enhance and sustain service quality bank wide.• Product promotions via distribution channels bank wide.• Drive initiatives required to achieve the product marketing and sales strategy for the bank.	<p>A bachelor's degree preferably in Business Administration, Accounting, Finance or a related field from a recognized university.</p>
	Experience
	<p>A minimum of 10 years cognate experience including 5 years supervisory experience.</p>
	Required Competencies
	<ul style="list-style-type: none">• Knowledge of organizational structure, workflow, and operating procedures.• Leadership and supervisory skills• Managing teams to performance• Market intelligence gathering• Knowledge of product development and promotion• Knowledge of bank credit policies and procedures• Excellent interpersonal and oral communication skills.• Employee development and performance management skills• High level of integrity and ethical standards.• Reasoning and analytical skills.

All interested candidates who meet the criteria indicated above are requested to send their applications, and updated Curriculum Vitae to the following email: charity.nyabura@orient-bank.com

Deadline is Friday, 27th December, 2019 at 5:00pm

Note: Only shortlisted candidates will be contacted