

# VACANCY



**Job Title: HEAD OF PRODUCTS & STRATEGY**

Reporting to: MANAGING DIRECTOR

Supervises: Head of Cards, Technology Manager, Business Analysis Manager, Manager Bancassurance & Manager Alternative Channels

**Job Summary**

Drive the day to day product management, development and sales. Manage the Orient Bank product range by ensuring the business remains competitive while achieving its stated income targets. Understand Orient Bank competitive position for each product category and market sector and make recommendations in respect to pricing and market potential.

Major Duties and Responsibilities	Min. Education Qualification
<ul style="list-style-type: none"><li>• Ensure that the company has a well formulated and articulated strategy consistent with its vision and that all initiatives and plans are managed in a manner consistent with this strategy.</li><li>• Identify and translate market opportunities into new product programs, or enhancements to existing products, in order to generate a profitable business. Includes demonstration of business cases for products, defining features and functionality, P&amp;L projections, and changes required to internal operations and delivery.</li><li>• Establish and implement competitive pricing policies and tariff structure to maximize product profitability and shareholder value.</li><li>• Develop a strategic plan on how the Bancassurance, E-Banking products and all alternative channels will grow in line with customer needs and regulatory frameworks.</li><li>• Manage product life cycle right from development, approval, launch, sales, profitability, risk review and shelving.</li><li>• Generate and manage new product or product amendment ideas at the concept development stage.</li><li>• Design of new products or product features considering both customer requirements and the constraints for new developments.</li><li>• Write the aggregate business case for new products using risk and infrastructure plan, detailed operational risk assessment, and complete the financial model per product.</li></ul>	Bachelor's Degree in Finance, a business related field, Economics or Statistics.
	<p><b>Work Experience</b></p> <p>At least 10 years of cognate experience including 5 years in a corporate strategy position within a dynamic environment preferably as a Products or Strategy Manager.</p>

All interested candidates who meet the criteria indicated above are requested to send their applications, and updated Curriculum Vitae to the following email: [rajab.mbulabwikyo@orient-bank.com](mailto:rajab.mbulabwikyo@orient-bank.com)

**Deadline is Tuesday 21st April 2020 at 3: 00pm**

**Note:** Only shortlisted candidates will be contacted