

Join Our Team



TEAM LEADER, WORKPLACE BANKING

REPORTS TO: HEAD CUSTOMER NETWORK

JOB SUMMARY

Grow and maintain a profitable relationship between employers & the Bank for schemes/group portfolios, consequently growing a healthy portfolio.

MAJOR DUTIES & RESPONSIBILITIES

- Review proposals prepared by the Sales teams to champion scheme growth campaigns.
- Recommend development & roll out of scheme growth initiatives (Products and propositions).
- Increase product penetration for existing customer base by reviewing their portfolio to determine potential cross sells and proactively recommend new products to customers.
- Periodic reviews of the portfolios Vs MOUs and proposals to ensure that the target segment in the MOUs is what is actually being booked.
- Review portfolios to ensure agreed (preferential) fees, interest rates, etc are actually implemented / charged.
- Follow up on terms & conditions agreed upon following approval & disbursement of loans.
- Follow up track funds remitted to the bank by employers for payment of their employees loans.
- Review Group Portfolios performance & recommend appropriate action.

MINIMUM EDUCATION QUALIFICATION

- A bachelor's degree in business related course or any other related field.

WORK EXPERIENCE

At least 5 years' working experience in sales, marketing or insurance related business.

KEY REQUIRED COMPETENCIES & SKILLS

- Sales/networking & relationship mgt skills
- Strong Communication & presentation skills
- Credit Appraisal & Analysis skills
- Good understanding of the personal banking customer segment
- Industry and business awareness

To apply, send your application to;
recruit@orient-bank.com

Closing Date;
Tuesday, 7th September, 2021 at 5:00PM

Orient Bank is regulated by Bank of Uganda and Customer Deposits are protected by the Deposit Protection Fund of Uganda.



www.orient-bank.com