

Career Opportunity

Head of Corporate and Institutional Banking

Applications are invited from qualified knowledgeable, experienced, and skilled candidates to fill the post of Head of Corporate and Institutional Banking (CIB). The candidate will be responsible for Corporate, Government, International Organizations and Agriculture sections.

The position is tenable in Blantyre, Malawi. The successful candidate will report to the Chief Executive Officer.

Key Responsibilities

- Revenue maximization through cost-effective and acceptable risk deals.
- Growth of the Bank's CIB portfolio through increased patronage of the Bank's products and growth of assets and liabilities.
- Formulation and leading implementation of CIB strategy and innovative ideas to enhance business results.
- Drive implementation of the Bank's strategy and ensuring business target achievement.
- Formulate budgets and targets for CIB.
- Ensure full utilization of potential and development of CIB human capital through a prudent performance development.
- Promote awareness and ensure adherence to all values, policies, procedures and regulatory directives.
- Develop a robust sales management process which will enforce a targeted approach to client engagements aimed at ensuring optimal performance of the sales team.
- Drive stakeholder relationship management.

Personal Competencies

The suitable person should amongst other competencies have the following:

- Market Assessment and Business Development.
- Problem Solving and Decision Making.
- People Management and Leadership.
- Stakeholder Relationship Management.
- Strategy and Innovation.
- Financial Management.

Qualifications and Experience

- Postgraduate degree in Banking, Business Administration, or any related field.
- At least 5 years' experience in Banking with a focus on Corporate Banking, Relationship management and Credit risk management.
- A minimum of 5 years' experience at Senior managerial role.
- Sound understanding of all banking products.

Applications

Those who meet the above requirements should apply and submit their applications together with updated curriculum vitae and copies of certificates to Head of Human Resources, First Capital Bank Plc, Private Bag 122, Blantyre or to:

Firstcapitalbank.Vacancies@firstcapitalbankmalawi.co.mw.

The closing date for receiving all applications will be 31st July 2023.