

# Team Leader – Wholesale Banking (Senior Manager)

The job holder will be responsible for execution of strategy, business & operations plan for sustainable, profitable growth of identified client relationships within the sub team, in adherence to all applicable policies & regulatory requirements of the bank.

## THE JOB

- To act as an effective link between the Relationship Managers and Senior Management of wholesale banking in ensuring the filtering of strategies & plan for the sub team
- To develop a specific plan for each Relationship Manager / sub team member together with the Chief Manager, covering all identified client relationships from the perspective of achieving the business & operational plan
- To provide leadership to sub team members to achieve targets as per business plan, through continuous monitoring and course corrections
- To provide leadership to Relationship Managers to market new clients under acceptable risk return criteria
- To maintain a close working relationship with Transaction Banking, Supply Chain Finance and other segments, in order to maximize wallet share
- To ensure facility structuring based on credit appraisal, collateral / security valuation and such other factors
- To ensure special thrust on liability business lines to enhance CASA ratio & advances-to-deposits ratio
- To implement communication strategies that helps in client acquisition, wallet share gain and market share gain
- To ensure internal controls are maintained through self- audits
- To ensure detailed information collections relating to market potential, financials, risk assessment, physical verification, reference checks and such others, as per policy

## THE PERSON

- Possess a Bachelor degree in the field of Banking, Finance, Commerce or Accountancy or equivalent professional qualification from a recognized institute
- Possess over 12 years of banking experience with exposure to wholesale banking at least for 8 years
- Possess strong leadership skills to manage and develop staff
- Excellence in Planning & Organizing, Relationship Management, Negotiation, Influencing Skills and People Management Skills
- A team player with excellent communications skills

The position is at Senior Manager grade.

Please login to <https://www.ndbbank.com/careers> to apply on or before **04<sup>th</sup> December 2023**

We will correspond only with the shortlisted applicants  
"We are an equal opportunity Employer"



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**The future is banking on us**

Vice President Human Resources