

# UNLOCK YOUR POTENTIAL !

Join us as  
**Zonal - Relationship Manager**  
**Assistant Relationship Manager**  
**Relationship Officer - SME**

We invite applications from highly motivated and accomplished individuals for the below positions at Union Bank.

**Zonal - Relationship Manager | Assistant Relationship Manager | Relationship Officer - SME**

## The Job

- ▶ Comprehensive understanding of credit/risk evaluation, financial statements and cash flow analysis (Preparation of Spread Sheets / interpretation of financials)
- ▶ Ability to understand customer requirements, analyze financial records of SME clients and negotiate structure lending packages to suit the SME business needs within the credit policy framework of the Bank without compromising the associated risks.
- ▶ Carry out customer / site visits in order to understand and structure credit proposals.
- ▶ Accountable for the entire process from preparation of the credit appraisal to disbursement of the facility package.
- ▶ Excellent oral and written communication skills with the ability to maintain cordial relationships with stakeholders at all levels.
- ▶ Committed to achieving individual and team goals.

## The Person

- ▶ Should possess a degree in Management / Accounting or full / part professional qualification in Banking or equivalent.
- ▶ Possess 06 years of experience in banking / financial industry with a minimum of 3 years' experience in a similar capacity in credit.
- ▶ A team player with a positive attitude and good interpersonal skills.
- ▶ Ability to pay attention to work quality, details and accuracy.
- ▶ Ability to multi-task and work in a challenging environment independently with minimal supervision.
- ▶ Good knowledge of MS Excel.
- ▶ Excellent oral & written communication skills.
- ▶ Ability to take initiative & work independently.

## Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessionary interest rates and career prospects.

Applications must be forwarded via email to [jobs@unionb.com](mailto:jobs@unionb.com) with the names of two non-related referees on or before **30th April 2024**. The email subject line must state **"Zonal - Relationship Manager, Relationship Assistant Manager , Relationship Officer (as applicable) - SME "**. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

**We are an Equal Opportunity Employer.**