

CHIEF MANAGER / SENIOR MANAGER - TRANSACTION BANKING TRADE SALES

THE JOB

- Take responsibility for developing and implementing strategy for the growth of "Fee Based" and "Interest Based" income through Trade Finance solutions and be responsible for the financial performance against set objective to position NDB as a preferred "Transaction Bank" through continuous development and adoption of international / local market trends
- Formulate a strategic plan to drive the trade and receivable Finance business development across Corporate, Project Finance, Business Banking/SME and Branches to grow the trade business of the bank
- To develop business plan for the identified potential trade client segments capturing all existing and potential solutions and business channels of the Bank to maximize the "share of wallet" of the clients with acceptable "risk-return" criteria
- Take responsibility for implementing strategies to grow FEE & INTEREST based revenue across Trade Finance business
- Ensure the Trade Sales team is highly trained, engaged and motivated towards exceeding the set targets
- Demonstrate leadership qualities and be a role-model to the team to act as the back-up to Head Cash Sales
- Acquire new clients through Transactional Products
- Act as a Trade Finance Product consultant

THE PERSON

- Possess around 18 - 25 years of Overall Banking experience, with a minimum of 10 - 15 years in trade and receivable finance managerial level experience (Core Trade, Guarantees, Supply Chain and/ Receivables Finance)
- Knowledge on Trade Finance "expert" level and Cash Management knowledge at "Intermediate" level
- Degree, MBA from a recognized university
- Trade finance qualifications such as CDCS, CITF, CSDG or equivalent qualification would be an added advantage
- Excellent stakeholder management skills
- Excellent Communication and Impactful presentation skills
- Experience in an international / overseas bank would be an added advantage
- Flexibility to visit clients all across the country

Please login to <https://www.ndbbank.com/careers> to apply on or before 22nd April 2024.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources