



1. JOB TITLE: Product Manager; Fund Management - Digital Global Transaction Services (1 Position(s))

Job Location :Head Office

Job Purpose:

Responsible to ensure that the client's expectations are met by managing Fund Management business and ensuring optimal delivery of related solutions.

Main Responsibilities:

Business Direction

- Participate in client engagements, sales initiatives while working with cross functional teams to ensure seamless transition for ongoing client service delivery.
- Spearhead fund and wealth management initiatives within the bank, focusing on Donor Fund Projects, Advisory, and NGO Business sectors.
- Craft tailored fund management products and services in line with clients financial goals and impact objectives.
- Offer specialized advisory services to clients on structured fund management solutions, investment strategies, portfolio management, and risk mitigation, tailored to their sector-specific needs.
- Cultivate and nurture relationships with key stakeholders such as NGOs, philanthropic organizations, and government agencies.
- Conduct thorough market research and competitor analysis to identify growth opportunities and emerging trends.
- Interpret market data to drive product development strategies and investment recommendations.
- Ensure compliance with regulatory requirements governing fund management activities.
- Monitor investment risks and implement strategies to safeguard client assets.

- Collaborate with senior management to define fund management strategies for local and international markets, aligning with digital transaction service offerings.
- Prioritize roadmap against business needs and partnership requirements.
- Facilitate communication between business requirements and technology specifications.
- Provide input to sales managers for product-specific sales campaigns.

Business Management

- Provide support to Senior Manager; DGTS in implementing new products into the market.
- Prioritize different, and possibly competing, requirements to a coherent product delivery.
- Translate end customer requirements into functional specifications and collaborate with product managers to provide end-to-end solutions.
- Engage all relevant bank teams in product development and testing.
- Ensure sales programs and selling call plans are always in place, ensure proper execution schedules are monitored and adhered to by all subordinates.
- Engage in consistent promotion of digitized solutions for cross border market visibility and uptake.
- Review and provide feedback on product satisfaction surveys and customer complaints.

Knowledge and Skills:

- A comprehensive knowledge of Banking products and systems that support them.
- Deep understanding of Donor Funded Projects, Advisory, and NGO Business sectors, including knowledge of relevant regulations, funding mechanisms, and impact measurement frameworks.
- An understanding of customer segmentation theory and practice.
- Strong analytical skills with the ability to interpret complex financial data and market trends.
- Excellent communication and interpersonal skills with the ability to build relationships and influence stakeholders at all levels.
- Advanced computer skills - is a requirement.
- Mathematical skills and basic numerical skills for calculation of statistics, figures, and targets
- Networking skills.
- Team management skills
- Report writing skills.

Qualifications and Experience:

- Bachelor's Degree in Banking, Computer Science, Business, Finance, or related fields.
- MBA will be an added advantage.
- Minimum of 5 years of proven experience in product management, fund management, or related roles within the financial services industry.

NMB Bank Plc is an Equal Opportunity Employer. We are committed to creating a diverse environment and achieving gender balanced workforce.

Female candidates and people living with disabilities are strongly encouraged to apply for this position.

NMB Bank Plc does not charge any fee in connection with the application or recruitment process. Should you receive a solicitation for the payment of a fee, please disregard it.

Only shortlisted candidates will be contacted.

Job opening date : 17-Jul-2024

Job closing date : 31-Jul-2024

2. JOB TITLE: Relationship Manager; Agri Advisory (1 Position(s))

Job Location : Head Office, Hq

Job Purpose:

To oversee field operations while ensuring the quality of agronomical practices, as well as promote NMB Bank's products and services to Agri related customers and its value chains. The role intends to grow both assets and liabilities portfolios by fostering strategic and sectorial knowledge, business acquisition, portfolio diversification, portfolio monitoring and capacity building to Zones and Branches.

Main Responsibilities:

- Spot areas and economic activities of which the bank can engage and enhance financial inclusion and inclusive finance.
- Monitor and evaluate agronomical practices and identify areas for improvement and implement solutions to improve productivity and sustainability.
- Carry field inspections to smallholder farmers financed by the bank and reporting on all potential risks and opportunities that the bank can capitalize.
- Carry-out field data collection and baseline analysis for any area being researched for appropriate advice to Chief Retail Banking about markets, products, and services in agribusiness space.
- Participate in all stakeholders' meetings taking place in areas of jurisdiction.
- Source of insight information regarding scheme portfolio performance in terms of inputs procurement, applications, seasonal trends, harvesting and delivering to the dedicated warehouses.
- Link Zones and Branches with Head Office teams on all matters related to agriculture value chains in which smallholder farmers, groups/Co-operatives and companies are engaged.
- Capacity building to Zones and Branches in respect to Good Agriculture Practices (GAPs).
- Conduct field visits and verification on schemes finances, prepare weekly/monthly, and quarterly reports in respect to Agri-scheme businesses and their linkages in the value chains.
- Provide professional advisory services to customers and stakeholders in respect to bank's products and services.

Knowledge and Skills:

- Knowledge of good farming practices (GAPs).
- Good knowledge of agribusiness value chain; Awareness of local and international agribusiness environment.
- Knowledge of government laws and policies in agriculture and agribusinesses.
- Good knowledge of banks products and services.
- Knowledge and awareness of BOT regulations, banks policies, and procedures.

- Excellent knowledge of computer applications Word, Excel, PPT, Database, analytical applications, etc.
- Commitment to sustainable Agri practices and environment stewardship.
- Excellent communication skills in writing and speaking (Kiswahili and English).
- A strong business acumen trait.
- Strong research, analytical and report writing skills.
- Excellent stakeholders' management skills.
- Excellent interpersonal and negotiations skills.
- Excellent organization and problem-solving skills.
- Ability to work effectively in a multicultural environment and collaborate with diverse teams.

Qualifications and Experience:

- Bachelor's Degree in Agronomy, Agricultural Science and/or Agri-economics with research/statistics, Business Management, Accounting and Finance.
- Postgraduate qualifications is an added advantage
- At least 3 years of experience in agribusiness research in a banking industry or a reputable financial institution.
- Experience in supervising field operations and managing agriculture projects.

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Only shortlisted candidates will be contacted.

Job opening date : 22-Jul-2024

Job closing date : 05-Aug-2024

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