



1. JOB TITLE: Product Manager; Agri Retail Products (1 Position(s))

Job Location : Head Office, Hq

Job Purpose:

Manage Agri Products' innovation, life cycle management, features competitiveness analysis in the market and strategically work with sales team/business units to identify areas of improvements and apply a proper fix to bring more deposits by considering customers' needs and wants.

Main Responsibilities:

- Responsible for improving, revamping, developing and implement management of a compelling Agri Retail Products portfolio for the bank.
- Develop innovative products, revamp existing products and put a clear framework of management of the product life cycle with clear KPIs.
- Develop an optimum profitable portfolio mix of Agri Products in terms of fee income initiatives and management of interest expense
- Work with other financial inclusion players to drive financial inclusion in rural, peri-urban, and urban areas by utilizing existing bank channels to unlock financial services challenges.
- Develop and execute respective communication & marketing plan with cost effective budget for new product launch or existing revamped products for re-launch.
- Develop innovative products which contribute to digitizing society cash ecosystem and that solves customer financial challenges.
- Strategically contribute to speed of onboarding new customers and promote usage for the existing from products and processes level.
- Provide information that gives competitive advantage over peer competitors with regards to NMB Agri Retail products and Services
- Create awareness of Agri Retail products and services offered by NMB.
- Design, develop and establish an efficient and effective product portfolio Management Information reporting system and ensure proper, accurate and regular reporting for Agri products to Senior Manager; Agri Retail Products, sales team, Business Units and respective head of department for information and feedback.
- Manage relationships with business partners who support the Bank in developing new products, revamping the existing with intention to drive financial inclusion for both uptake and usage.

- Ensure all Agri Retail products and services are as per compliance standards, rules, and regulation.
- Deliver information to management in a concise manner to make strategic decisions that relates to Agri Retail Products and services.
- Conduct feasibility studies to ensure new products will be successful within the market with clear pre-research, performance monitoring and post analysis.
- Work with Retail Products and Channels Governance Manager, Compliance and Operational risk teams to effectively manage foreseeable risks under Agri Retail Products
- Propose system enhancements to ensure products are functioning well based on customers' needs and wants.
- Development of robust training models on Agri Retail products for Branches, sales, and customer experience teams.

Knowledge and Skills:

- Business understanding of consumer buying behavior and pricing sensitivity
- Knowledge on Argi Business ecosystem and cycle
- Building positive working relationships
- Product development and management skills.
- Communication, Innovation, Planning & Organizing skills

Qualifications and Experience:

- Bachelor's degree in business studies preferably economics, banking, agribusiness, marketing or related field.
- Master's degree is an added advantage.
- A minimum of 5 years working experience in the banking industry.

NMB Bank Plc is an Equal Opportunity Employer. We are committed to creating a diverse environment and achieving a 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 : 15-Nov-2024

Job closing date : 22-Nov-2024

2. JOB TITLE: Relationship Manager; Mass Affluent (Acquisition) (1 Position(s))

Job Location : Head Office, Hq

Job Purpose:

To create new and manage existing relationships effectively to facilitate the growth of Affluent and Mass Affluent Liability and Asset portfolio within Private Banking.

Main Responsibilities:

- Grow the Affluent and Mass Affluent customer proposition through a focused market segment approach by creating effective relationships that maximize revenues and Asset growth.
- Establish relationships with key corporations to offer them financial solutions.
- Support in the launch of products, sales strategy, and campaigns to key segments for profitable and quality business.
- Grow Affluent and Mass Affluent portfolio through Scheme & Non-Scheme Lending
- To fully exploit the existing customer relationships to create new profitable business opportunities.
- Develop and manage strategic alliances and other third party introductory new business services.
- Source potential organizations and recommend their inclusion in the approved company list
- Advise the Business on companies which exhibit high risk policies and practices
- Understand market trends and forecast needs for products and services and deliver on time.
- Work closely with other functions to generate sales leads.
- Work closely with Wholesale Banking/Business Banking Relationship Managers in building relationships with companies
- Generate referrals and Market Intelligence from Wholesale Banking/Business Banking
- Support Client Acquisitions and relationships to achieve Retail objectives for Products (Liability & Asset sales) and Digital channel enrolment.
- Support the campaign concept and analyze campaign findings against proposals.
- Work with Product Managers in the development and execution of initiatives for the acquisition, retention, and growth of target customer base for liabilities & Assets.

Knowledge and Skills:

- Thorough knowledge of bank products, operations, regulations, and specific markets for Private banking clients
- In-depth knowledge of products, services, and delivery channels available to various companies
- Strong analytical, problem-solving skills, decision making and financial management skills.
- Ability to identify need for change and to drive the desired changes; Adaptable and flexible in anticipating and realizing marketing opportunities.
- Excellent interpersonal and networking skills, internally and externally.
- Excellent writing and presentation skills.
- Ability to develop and implement MIS

Qualifications and Experience:

- At least 3 years' minimum experience in handling private scheme recruitment in financial services.

- Bachelor's degree in business related studies
- Experience in Sales or Relationship management.
- Experience in project management is desirable.
- Experience in business credit and trade services is essential.

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Only shortlisted candidates will be contacted.

Job opening date : 15-Nov-2024

Job closing date : 29-Nov-2024

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