

# ASSOCIATE MANAGER / EXECUTIVE TRANSACTION BANKING – TRADE SALES (REGIONAL)

The job holder is responsible in assisting the Head of Trade Sales, Transaction Banking (TB) in executing TB strategy for Trade Finance in Business Banking/SME. Further for Business Development and implement operational plans for sustainable profitable growth of the allocated region through Transaction Banking solutions in adherence to all internal policies and regulatory requirements in a professional manner

## THE JOB

- To drive the strategy of the allocated Region Business Banking to achieve the Balance Sheet and P&L targets.
- To develop business plan for BB/SME potential clients capturing all existing and potential solutions and business channels of the Bank to maximize the “share of wallet” of the client with acceptable “risk-return” criteria.
- Take responsibility for implementing strategies to grow FEE, FX & INTEREST based revenue on Trade Finance solutions.
- Engage with the respective Regional Managers, Branch Managers, RMs to increase Trade Finance Limit utilization to drive Business and increase the usage of Working Capital Solutions to grow revenue.
- Drive digital penetration levels with high concentration on transactional clients for Trade.
- Be the eyes and ears of the market developments to be the first mover in securing deals on Trade Finance.
- Provide clients with holistic solutions across Transaction Banking.

## THE PERSON

- Possess a Bachelor’s degree in Banking / Finance or equivalent professional qualification such as CIMA or ACCA.
- Possess minimum 5-7 years’ of Trade Finance experience across Imports, Exports and Guarantees, with direct exposure in Structuring of Trade Finance solutions for Business Banking Clients.
- Possess an intermediate level understanding of Trade Finance’ involvement with Correspondent Banking, Cash Management and Online Banking solutions.
- Possess effective communication and presentation skills.
- Possess excellent relationship management and negotiation skills.

Please login to <https://www.ndbbank.com/careers> to apply on or before 16th January 2025.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



**NDB bank**

The future is banking on us

Vice President Human Resources