



## JOIN OUR TEAM AS RELATIONSHIP MANAGER INSTITUTIONAL CLIENTS

We invite applications from highly driven and accomplished individuals for the position of “**Relationship Manager – Institutional Clients**” at Union Bank.

### The Job Role :

- ▶ To manage the development of long-term liability with reputable companies and organizations in order to ensure Bank’s maximum profitability.
- ▶ To identify and develop a target pipeline and aggressively market for new profitable status customers from the identified target sectors.
- ▶ Manage key customer relationships through regular contacts and visits by ensuring the effective call program is maintained on all assigned and prospect customers.
- ▶ Maintain high professional standards and strive to provide quality services and competitive pricing to clients.
- ▶ Cultivate good rapport with business and institutional clients and ensure, the bank becomes the choice for their investment and banking.
- ▶ Establish quality profit earning customer relationship within the target market.
- ▶ Ensure compliance to Know Your Customer (KYC) and Anti Money laundering (AML) requirements in all dealings with existing and potential customers.
- ▶ Maintain good relationships with clients to maximize the value of business relationships.
- ▶ Identify key contacts at potential client companies to establish and foster relationships.
- ▶ Participate in one-on-one meetings with clients to explain services to guide their choices.
- ▶ Grow the business by identifying new sales and business development opportunities.
- ▶ Monitor and assess the activities our competitors to proactively satisfy and retain our clients.
- ▶ Resolve any customer complaints promptly and professionally via proper channels.

### The Person :

- ▶ Minimum 7 years of experience in managing corporate/institutional clients.
- ▶ Excellent communication skills and the ability to deliver compelling presentations.
- ▶ Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- ▶ Ability to work in an extremely target driven environment to deliver desired results.

### Rewards

The right candidate can look forward to an attractive 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 **15th April 2025**. The email subject line must state “**Relationship Manager – Institutional Clients**”. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

**We are an equal opportunity employer**