



## **Head of Corporate Banking London**

FirstBank UK is a globally recognised, successful bank who provide world-class services to various institutions and individuals. Offering a comprehensive range of corporate and retail financial services/products, this thriving business boasts over 10 million active customers in over 700 business locations.

The Head of Corporate Banking will be responsible for planning, directing, guiding and driving forward the Corporate Banking business strategy to maximize customer profitability from Client Relationships by providing innovative and value-added financing whilst at the same time reducing the risk to the bank by using a structured approach. Manage financial and non-financial Key Performance Indicators in conjunction with the Executive Director of Business Development and Financial Control.

### **Primary Responsibilities of Role:**

**Representation:** Promote First Bank UK (the Bank) as a premier and trusted Structured Trade Finance Bank in Africa by developing strong, professional relationships with existing and new clients, stakeholders and third-party suppliers. Manages and has oversight of all key Corporate Banking relationships.

**Strategy:** Grow the Corporate Banking business ensuring that we maintain a lead position in the market. Liaise with the Director of Strategy to develop and manage the strategic and marketing business plans for the Corporate Banking unit, including building a sales pipeline, spotting opportunities, proposing solutions and leading commercial actions for client/prospect groups. Collaborate with counterparts across the Group to execute the “One Bank” approach leveraging upon opportunities within our network of clients to increase the Bank’s market penetration and obtain a greater share of the target opportunities in the region. Maximise cross-selling of Bank products available including Wealth Management, Mortgages, Project Finance, Correspondent Banking and Treasury/Financial Markets. Identify and develop new business sectors for the Bank marketing prospective customers with the aim of increasing the Banks assets and liabilities to generate income.

**Leadership:** In harmony with the behaviours detailed in the Bank Competency Framework, lead your team in accordance with the vision, values and strategy. Sets quantitative and qualitative objectives to the team in line with the business strategy for Corporate Banking. Allocate and delegate clearly and effectively. Provide advice and support to own staff and hold regular and ad hoc meetings as appropriate. Implement and maintain appropriate systems and controls, and address gaps as necessary. Supervise and monitor delegated functions providing challenge. Monitor and develop MI. Seek to ensure continuing technical competency of key staff.

**Operational Efficiency:** Works closely with the Risk and Credit Functions to ensure the Corporate Banking team produces timely high quality credit proposals in line with internal SLA’s. Ensures requisite due diligence is carried out for all new and existing clients in line with regulatory and compliance requirements. Communicates with the Treasury function to obtain pricing and funding of the Corporate Banking Loan Book for pipeline deals. Work collaboratively with the Head of Paris Branch to grow the Franco-Africa trade business for the Paris branch.

**Business Transformation:** Responsible for driving and monitoring the delivery of key business initiatives and projects on time and in budget.

**Performance/Reporting:** Review the financial and operational performance and productivity of Corporate Banking against agreed KPI's/KRI's and Service Level Agreements. Produces and delivers business activity reports to the Board via the Executive Director of Business Development on a quarterly basis. Provide expert advice, guidance and management information statistics in order to highlight potential risks and improve internal and external service delivery.

**Risk Management:** Responsible for overseeing that the Corporate Banking function creates quality risk assets for the Bank with zero non-performing loans/ impairments in line with the business strategy and Risk Appetite Statement (RAS). Accountable for ensuring that the Corporate Banking business in Africa is written within the agreed parameters of the Risk Framework, RAS and the Global Product Programme. Assumes primary responsibility for credit risk of Corporate Banking customers upgrading and downgrading accounts in line with RAS. Maintains an open and continuous dialogue with Relationship Managers/Support functions to ensure that risks are actively monitored and controlled.

**Regulatory Compliance:** Design and implement policies and procedures to comply with legal and regulatory requirements. Ensure the fair treatment of customers and proper management of conflicts of interest. Continually help to raise and embed a prudent compliance and risk awareness culture.

**Requirements:**

**Professional/Academic Qualifications:**

- Master's degree (or equivalent) or a bachelor's degree combined with a relevant post-graduate degree preferred

**Experience/Knowledge**

- Demonstrable Corporate Banking knowledge with evidence of dealing with key Multinationals / Conglomerates across different Sub-sectors.
- Evidence of structuring skills or participation in tombstones transactions in specific industries.
- Project Finance and Advanced Credit Analysis experience.
- Demonstrated experience in managing senior stakeholders internally and externally.
- Strong connectivity and relationship management skills, across different geographies.
- Full understanding and in-depth knowledge of Trade Finance, Structured Finance and Corporate Lending.
- Proven ability to deliver creative and flexible customer solutions.
- Previous experience working in the African market is required.

**In return we offer a fantastic benefits package including:**

- Up to 10% employer pension contribution
- Life Assurance Cover
- Income protection
- Private Medical Insurance plan (upon successful completion of probation period)



- Contribution to glasses/contacts and eye testing
- Gym subsidy (up to £50 per month)
- Cycle to work scheme.
- Employee Assistance Program
- Interest Free season ticket loan for travel
- Birthday Leave
- 25 days annual leave, rising to 28 after 3 years and 30 after 8 years' service.
- Give As You Earn (GAYE)

First Bank is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.

*The Curve Group is First Bank UK's outsource partner for Recruitment and a "Data Processor". The Curve Group will hold the information you submit but First Bank UK will have access to it. You can find their privacy policy here: <https://www.thecurvegroup.co.uk/privacy-policy/>*