

## Job Description

<b>Job Title:</b>	<b>Senior Relationship Manager, Energy and Metals (E&amp;M)</b>
<b>Department:</b>	<b>Corporate Banking Unit (CBU), Business Development</b>
<b>Reports to:</b>	<b>Head of Corporate Banking / Deputy Head of Corporate Banking</b>
<b>SMR Function:</b>	<b>No</b>
<b>Purpose of role:</b>	

As the primary objective is sales, within this role, you will have a quota and regular goals to meet. You will be responsible for managing an African portfolio of assets, research new business prospects and pitch target customers with the Bank's products. You would also be responsible for guiding/mentoring junior Relationship Managers and managing Senior Business Analysts and/or Analysts within the Team.

Be a significant contributor to CBU's revenue growth & profitability targets set annually within the risk appetite framework of FBN Bank UK by delivering on E&M targets.

This is an excellent opportunity for a self-starter who is hungry to excel in their career, reporting to the Deputy Head of Corporate Banking.

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### Primary Responsibilities of Role:

**Marketing and Deal Origination:** Position FBN UK's E&M business as the preferred client choice for bespoke Corporate Financing solutions within the sector. Promote sustainable client relationships and identify/target prospective clients for the E&M Team that fit within the Bank's Risk Management Framework and the parameters set by the Management. Provide bankable value proposition to clients in support of new business in close coordination with the wider FBN Group. Focus will exclusively be on Africa based and Africa focused businesses with emphasis on client quality. Prior knowledge and access to target clientele and decision makers within these is a welcomed bonus.

**Relationship Management:** Proactively manage, broaden, and deepen existing E&M client relationships while originating and building new long-term relationships that align with the strategy of the Bank. Connect with other product groups or business units within FBN UK and the wider FBN Group to ensure cross-selling of the specialized services. Relationships managed by placing customer needs at the forefront of all the role holder does, with the aim of setting world class standards in relationship management. With guidance of the Head of Corporate Banking / Deputy Head of Corporate Banking, take responsibility for client planning across the portfolio and work with product partners and senior management as appropriate.

**Full-Service Delivery:** "End to end" oversight in the origination, pricing, structuring, internal approvals, and execution of E&M transactions. Lead negotiation of terms with clients and internal stakeholders, including credit applications/extensions and deal presentations to internal and external stakeholders. Be responsible and accountable for transactions managed. Ensure high quality service for all customers by owning customer engagement, always ensuring service excellence, following through on all aspects of existing customer, prospective client, or professionals' interaction with the Bank. Be responsible for client planning across the portfolio and working with product partners and senior management as appropriate.

**Performance/Reporting:** Ensure timely and accurate maintenance of customer information on the system as required. Assess portfolio and individual client performance against pre-set objectives. Ensure adequate reporting on new business and portfolio client performance. Monitor relationship viability regularly and ensure that returns are commensurate with the type and level of clients' risk appetite.

**Risk management:** In conjunction with the Risk Division of FBN Bank UK, monitor credit facilities (activity & exposures) and overall counterparty risk positions (performance, payment, political, etc.). Identify and assess risk events and trends which may impact the portfolio. Structure and recommend adequate risk mitigation. Take timely and proactive corrective action to mitigate potential losses, exercising portfolio stewardship and control. Establish an effective working relationship with the Risk Management team, to validate the accuracy of customers risk profiles. Instinctive early identification of problem relationships and suggest actions to Head of Corporate Banking / Deputy Head of Corporate Banking on existing and potential problem accounts to protect FBN Banks interest.

**Compliance:** Conduct on going due diligence on clients and monitoring of KYC/KYB, AML and ABC risks in conjunction with Client Support and Compliance teams and reporting back within policy limits. Contribute to a strict compliance conduct culture in line with internal policies and prudential regulations.

**Oversight and Coaching:** Providing oversight to the E&M Team and ensuring that the day-to-day requirements of the portfolio are duly covered. Providing guidance to junior colleagues (Relationship Managers, Senior Business Analysts and Business Analysts) in task delivery, ensuring accuracy, timeliness, and consistence to the Bank's Business Development Strategy.

#### Individual Conduct Rules:

**Rule 1:** You must act with integrity.

**Rule 2:** You must act with due skill, care, and diligence.

**Rule 3:** You must be open and cooperative with the FCA, the PRA and other regulators.

**Rule 4:** You must pay due regard to the interests of customers and treat them fairly.

**Rule 5:** You must observe proper standards of market conduct.

#### Competence Requirements:

##### Professional/Academic Qualifications:

- Degree or equivalent qualification in Finance, Economics, Banking
- MBA or equivalent or professional certification is desirable.

##### Experience/Knowledge:

- Minimum of 8 years Banking of which 5 years is client facing
- Proven ability in identifying and meeting customers through matching a broad range of products and services
- Previous strong balance sheet background
- Full understanding and in-depth knowledge of Structured Trade Finance, Structured Finance and / or Corporate Lending products.
- Excellent level of business acumen and commercial awareness, including economic, cultural, and regulatory issues
- Strong credit assessment skills, particularly with regards to more complex and structured facilities with an international dimension
- Proven ability to deliver creative and flexible customer solutions
- Previous experience working in the African market is highly advantageous
- Wide personal connections within the market is desirable
- Financial modelling skills
- Corporate Finance Background desirable
- Previous Origination and Management experience is desirable

##### Interpersonal Skills:

- Ability to interact with business customers across all levels
- Excellent interpersonal skills and ability to interact and build relationships with internal and external stakeholders



- Excellent range of communication skills, including written, verbal, and the ability to deliver compelling presentations
- Strong analytical skills

**Languages:**

- Excellent verbal and written communication skills in English
- Fluency in French would be desirable