



Senior Relationship Manager London

FirstBank UK is a globally recognised, successful bank who provide world-class services to various institutions and individuals. Offering a comprehensive range of retail and corporate financial services/products, this thriving business boasts over 10 million active customers in over 700 business locations. Due to business requirements and a newly created position, we are now looking to recruit a Senior Relationship Manager.

The primary objective of this role is to support the Head with achieving all the objectives of the Corporate Banking Unit, including strategy, budget, risk management and people development.

Within this role, you will have regular goals to meet with respect to the Unit as a whole and be responsible for managing the day-to-day deliverables of the CBU Teams (Softs and Industrials) to ensure that agreed deliverables are met. You will also contribute to developing and implementing the Business Development Strategy for CBU.

Key Responsibilities:

- Management of existing and potential corporate banking portfolio, developing new businesses and maintaining existing relationships with a view to growing assets, liabilities, and profits from satisfied customers.
- Supporting the Head of Corporate Banking in delivering on the Board's mandated budget by building and developing an adequate corporate clientele base and loan portfolio.
- Working to ensure that CBU executes its portion of the Business Development strategy.
- Supporting the Head of Corporate Banking with the day-to-day management of activities within CBU.
- Be a significant contributor to CBU's revenue growth & profitability targets set annually within the risk appetite framework of FirstBank UK.
- Business tracking of revenues for MIS and Budget purposes.
- Ensuring Direct Reports complete annual Credit Reviews, continuous KYB/KYC due diligence, Covenants and Transaction Monitoring on portfolio of corporate relationships timely and accurately.
- To provide guidance and coaching to Direct Reports to achieve the portfolio's objectives.
- Source for business from key targets particularly sectors and markets on our selectivity list.
- Use the network (local and overseas) in tapping relationships which bank with FirstBank across the group's global network.
- Work closely with Risk/Credit to close deals
- Work with the Head of Corporate Banking to identify new business opportunities for CBU
- Cross-sell the bank's products to new and existing clients.
- Generate low-cost liabilities from existing and new account relationships.
- Grow risk assets volume from new facilities, overdrafts, etc.
- Monitor risk assets under management and ensure the required 0% tolerance on NPLs remains.
- Always ensure efficient service delivery to all customers and compliance with the Bank's procedures to minimize exposure to risk and to safeguard against financial loss to the Bank.

Key Skills/Experience:

- Several years experience within African Banking/market
- Team management of 2 or more
- Proven ability in identifying and meeting customers' needs through matching a broad range of products and services to their requirements
- Strong background in Financial Analysis and Risk Assessment
- Full understanding and in-depth knowledge of Trade Finance, Structured Finance and Corporate Lending
- 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
- Wide personal connections within the market is required
- Financial modelling skills
- Corporate Finance Background

Desirable:

Fluency in French

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)