



CAREER OPPORTUNITY

Applications are invited from suitably qualified candidates to fill the following positions tenable at **Karonga** and **Mulanje** Agencies.

Agency Manager (2)

Reporting to the Cluster Managers for respective Clusters, the successful candidates will be responsible for business development, profitability and productivity of the Agency while ensuring efficient and effective delivery of services to all customers.

Key Responsibilities

- Execution of branch sales plan as per sales targets
- Improve customer experience at Branch delivery channels
- Preparation, monitoring and control of branch budgets
- Adherence to Agency ambiance standards
- Monitoring internal controls to ensure their adequacy and effectiveness
- Develop and nurture business relationships with the clients, ensuring that the strategy and objectives of the bank are achieved
- Driving customer acquisitions and /or sales to enable the bank to achieve its growth targets in line with the agreed financial plan
- Liaising with Credit department to initiate and conclude credit sales
- Portfolio risk management and regulatory compliance

Personal Competencies

- Leadership Skills
- Attention to detail with excellent research and problem-solving attributes
- Self-starter and mature
- High level of professionalism, assertive, self-motivated and sense of urgency

Qualifications and Requirements

- Degree in Banking, Commerce, Business Administration, Economics or related degree from recognized institution
- A seasoned banker with minimum 5 years of experience in relationship Management, and/or marketing/selling. General banking experience will be an added advantage
- At least 1-year credit experience
- At least 3 years proven record of people management skills

Applications

If you meet the above minimum requirements and are interested, please send your applications with an up-dated CV to Human Resources Department at Head Office or e-mail to:

FirstCapitalBank.Vacancies@firstcapitalbank.co.mw

not later than 16th August, 2024.

Only short-listed applicants shall be acknowledged.