



CAREER OPPORTUNITY

Applications are invited from suitably qualified candidates to fill the following positions tenable at Lilongwe branch.

Prestige Relationship Manager

Reporting to the Prestige Segment Manager, the successful candidates will be responsible for delivering a professional, consistent, efficient, and flexible fast service whilst collaborating with other segments in order to drive business growth across the value chains.

Key Responsibilities

- Acquire customers that qualify for Prestige Banking.
- Ensure customers are provided with the services in line with the Prestige customer value proposition.
- Ensure growth of CASA and FCDA deposits in line with assigned targets.
- Grow advances in line with assigned targets.
- Create a sustainable business relationship with Prestige customers.
- Ensure Prestige customers are activated on digital platforms.
- Ensure compliance with Know-Your-Customer regulatory requirements.
- Ensure adherence to Credit Governance.

Personal Competencies

- Customer Relations Skills
- Good verbal and written communication
- Methodical
- Leadership Skills
- Attention to detail with excellent research and problem-solving attributes
- Self-starter and mature
- Diplomatic
- High level of professionalism, assertive, self-motivated and sense of urgency

Qualifications and Requirements

- Degree in Banking, Commerce, Business Administration, Marketing or related degree from recognized institution
- At least 3 years' experience in relationship management or marketing/selling.
- At least 2 years' general banking experience (preferred but not mandatory).
- Banking experience, specifically within the Branch network.
- At least six months experience within the Credit environment

Applications

If you meet the above minimum requirements and are interested, please send your applications with an up-dated CV via email only to Human Resources Department addressed to the Head of Human Resources through the email:

FirstCapitalBank.Vacancies@firstcapitalbank.co.mw

not later than 19th August, 2024.

Only short-listed applicants shall be acknowledged.