

We are Hiring

- Bancassurance Regional Sales Manager.
- Business Development Manager – Structured Trade Finance.
- Senior Relationship Manager, Agriculture.
- Manager, Money Transfer Services.

Send your CV and application letter showing how you meet the role requirements to:
Recruitment@nationalbank.co.ke



JOB PROFILE

Position Title:	Bancassurance Regional Sales Manager
Available position/s:	1
Division:	National Bank Bancassurance Intermediary Ltd (NBIL)
Location:	Coast Region
Grade:	MG9
Reporting to:	Business Development Manager, NBIL Retail
Job Reference No.	NBIL/02/2025

Position Scope:

The position is responsible for developing and growing the Bancassurance business across all sales channels within NBK by strategically guiding sales teams to achieve annual revenue targets related to Bancassurance Business. This is driven through consistent qualitative and quantitative growth in Bancassurance performance throughout the Bank's sales channels in the designated region.

Key Responsibilities:

- Take responsibility for the business performance and delivery of set targets for insurance business in the region by providing effective leadership, motivation, marketing support and technical assistance.
- Drive Bancassurance Retail Sales with the region.
- Provide leadership, motivation and management of performance of the Bancassurance sales representatives.
- Leverage key marketing initiatives being undertaken by the bank and the agency in the region while working closely with the branch management teams to spot opportunities for insurance business.
- To ensure bringing about a planned and systematic growth in Bancassurance revenue generation through the Bancassurance sales, branch and direct sales channels in the bank.
- To guide management towards ensuring maximum staff participation in the incentive plans and make/propose changes to sustain individual staff productivity and performance.
- To liaise with department heads and sales representatives and work towards a planned and sustainable growth of Bancassurance business throughout the region
- To guide the Bancassurance, sales, direct sales, and branch channel teams to capitalize on cross sell opportunities across departments and within the region.
- To build an effective sales culture and a multi-product sales environment in the team through strong sales and relationship management principles and practices.
- To formulate sales and marketing plans/strategies, monthly and annual sales and cost budgets, sales presentation, and approval papers for business related requirements in the designated sales region.
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- Ensure excellent Customer Service and Value Proposition
- To ensure strict adherence to all sales and service activities as laid out in the operations manual and bank's policies.
- To conduct periodic sales reviews and take corrective steps to improve and boost Bancassurance business.
- To review sales team related MIS at periodic intervals to monitor and manage the business along the planned lines.
- To monitor monthly achievements against budgeted sales and revenue generation figures.
- To work very closely with the Bancassurance Business Development Manager to ensure prompt and effective execution of tasks resulting in business growth assistance.
- To manage and ensure business retention is within acceptable and set levels.

Education/Professional Qualifications, Skills & Experience:

- University Degree in Business related field.
- Certificate in Insurance e.g. COP, ACII, IIK
- 3-4 years' experience in the Financial/Banking/Business development field, three (2) of which should be in Insurance Marketing environment
- Any other relevant insurance qualification and/or membership from Insurance Institute of Kenya (IIK) or associate Chartered Insurance Institute (ACII) will be an added advantage
- Postgraduate and or Banking qualifications will be an added advantage
- Professional qualification in sales / marketing
- Entrepreneurial and Commercial thinking
- Excellent research, analytical, and problem-solving skills.
- Integrity and courage to challenge actions within various business units and the status quo.
- Strong persuasion, management and communication skills
- Strong organizational skills
- Excellent stakeholder management skills
- Creative approach, with the ability to anticipate challenges and develop innovative solutions.
- Very Good Knowledge of IRA & CBK prudential guidelines and reporting.
- Knowledge of financial management.
- Passionate Drive for results.
- Service Excellence.

How to Apply:

- Send your CV and application letter showing how you meet the role requirement stated above to: Recruitment@nationalbank.co.ke by **Monday, 4th August 2025**
- Kindly Indicate the Job title& reference No. NBIL/02/2025 on email subject.
- Please note that applications received after the deadline will not be considered.
- Only shortlisted candidates will be contacted for the next stage/s of the process.

Position Title:	Business Development Manager – Structured Trade Finance
Available position/s:	2
Division:	Corporate Banking
Grade:	MG 7
Location:	Head office
Reporting to:	Senior Manager, Trade

Position Scope:

The position is responsible for growing structured trade finance business through existing and new clients and development of structured trade finance products in response to market needs. To support the banks structured trade finance in the various business units - Corporate, Islamic, SME/Branches and Transactional Banking.

Key Responsibilities:

- Strategic planning for structured trade finance business in line with the organization's annual business development plans;
- Originate, Structure and Growth of structured trade finance business with existing clients and new customer within the strategic plan of the organization;
- Grow the Supply Chain business in the Bank books through new and existing customers;
- Increase client awareness of structured trade products and services through marketing;
- Training and capacity building on trade finance across the bank networks;
- Oversee preparation of business proposals and credit files on structured trade finance for credit approvals;
- Customer interface on all trade related items including management of international settlements for corporate clients in liaison with the Treasury department and business development teams;
- Manage relationship with banks within the local banking industry and seen risk participation agreements;
- Managing relations with the customers and affiliates on international settlement and trade;
- Growth and profitability of the structured trade finance business in the Bank;
- Build and Maintain good relations with partners in the Import and Export Ecosystem – Logistics firms, warehouses, collateral managers, export agencies etc

Skills & Experience:

- University Degree in a business - related field from a recognized University.
- Professional qualification in Banking, Trade, Sales / Marketing e.g. AKIB or ACIB qualifications
- At least 5 years banking experience, 3of which should be in a busy Trade Finance role.
- Knowledge of the bank products and services
- Analytical, presentation and negotiation skills
- Customer Service Skills
- Commercial Acumen and Negotiation skills.
- Strategic Leadership
- People Development
- Relationship Management

How to Apply:

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JOB PROFILE

Position Title:	Senior Relationship Manager, Agriculture
Available position/s:	2
Division:	Corporate Banking
Location:	Head Office
Reporting to:	Sector Head, Agriculture
Grade:	MG 5

Position Scope:

Reporting to the Head, Agriculture Sector within the Corporate Banking Division, the role holder will be responsible for business growth within Agriculture Sector within Corporate Banking Division through business acquisition of new business and portfolio growth. He/she will also be required to implement the Agriculture Sector Banking Business Development initiatives within the Corporate Division, influence business by determining innovative solutions, leverage best practice and assimilate with proven practices to ensure exceptional customer experience and efficiencies.

Key Responsibilities:

- Implement the Agriculture Sector Banking Business Development initiatives in line with the Bank strategy and business growth plan.
- Identify opportunities for growth and new business acquisition through market research, analysis and networking.
- Develop, grow and maintain a strong client and transaction pipeline and convert these to businesses that achieve customer satisfaction, the bank's financial budgets and strategic goals.
- Actively market and drive the uptake of the Agriculture Sector Banking services and products to new and existing clients. Identify opportunities for cross-selling of relevant products and services.
- Ensure day-to-day client relationship management and engagement with customers to foster a good and lasting business partnership of the customer and the Bank.
- Promote excellent customer experience by driving and advocating customer requirements through the various functions in the bank to deliver high service standards that delight the bank's customers.
- Ensure full compliance with Agriculture Sector Banking standards while adhering to the Bank's policies and procedures.
- Partner with Regional Management, Branch Management teams and Support Functions to increase market share of the Agriculture Sector Banking segment with regard to customer numbers, products, service consumption and revenues while proactively reducing the non-performing loan book.
- Collaborate with Branch Managers and ensure to drive account utilization and sustainable deposits.
- Drive transactional income from Agriculture Sector Banking clients through effective customer service and cross selling the Bank's products and services.

- Establish profitable banking relationships with Agriculture Sector Banking clients by providing high quality banking and other financial services where the Bank operates
- Provide feedback to Management on Agriculture Sector Banking market analysis and segmentation with regards to products, credit risk evaluation and customer feedback among others.
- In liaison with other stakeholders, ensure quality portfolio management by effective identification of risks and their mitigations.
- Conduct preliminary credit reviews and make recommendation for new and existing facilities in line with the Bank's credit policy and Agriculture Sector Compliance guidelines.
- Regularly monitor performing/non performing accounts within the assigned portfolio.
- Support and coordinate post disbursement loan monitoring.

Skills & Experience:

- University Degree in Business Administration, Economics, Finance, Banking or its equivalent from a recognized institution.
- Master's degree in a relevant field from a recognized institution is an added advantage.
- Relevant certification in business development Finance or its equivalent is an added advantage.
- 5-6 years' banking experience in the Financial/banking sector, four (4) of which should be in Relationship Management in Agriculture Sector.
- Entrepreneurial and Commercial thinking.
- Excellent research, analytical, and problem-solving skills.
- Integrity & courage to challenge actions within various business units and the status quo.
- Strong persuasion, management and communication skills.
- Strong organizational skills.
- Excellent stakeholder management skills.
- Creative approach, with the ability to anticipate challenges and develop innovative solutions
- Customer & Client Focused Innovation – able to meet the demands of internal and external customers.
- Meaningful Collaboration - Ability to establish key partnerships and facilitate, influence, collaborate and establish accountability through all levels of the organization to help drive uptake of the Bank's products and services.
- Ability to prioritize, meet deadlines and work under pressure.
- Excellent interpersonal, communication and presentation skills.
- Sound understanding of statutory and regulatory requirements of corporate governance, business and banking operations.
- Effective communication.

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