



CAREER OPPORTUNITY

“Corporate Relationship Manager”

Join the fastest growing bank in Rwanda, Apply Now

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www.cogebanque.co.rw

I. ABOUT US

Cogebanque (Compagnie Générale de Banque Plc) is a Rwanda based commercial bank, licensed by the National Bank of Rwanda. It started operations in 1999.

It is one of the fastest growing banks in Rwanda and today has 28 branches, over 600 agents, and 36 ATMs across the country. These are supported by Mobile banking (USSD on *505# and Mobile App “Cogebank”), Cards (Mastercards & Smart cash) and internet banking delivery channels accessible through different media.

Cogebanque has been serving Rwandan industries for over 22 years with innovative services to its customers and has positively impacted the Rwandan economy.

Cogebanque provides a comprehensive range of products and services targeted at corporate, SMEs and retail customers.



Mission

To create, maintain, and enhance shareholder value by providing unrivalled financial solutions to our customer.



Vision

To be a financial center of excellence and a leading provider of innovative financial solutions in Rwanda.



Values

Excellence, Integrity, Innovation, Teamwork, Flexibility, Open Communication, Accountability and Customer orientation

II. WHAT OPPORTUNITIES DO WE HAVE FOR YOU?

At Cogebanque we believe our Employees are the bridge to achieving our business development goals and creating sustainable social and economic change in our society. We make it our priority to ensure their growth and comfort while working with the Bank.

Apart from organizing frequent trainings, career building sessions and team building workshops for our Employees, we facilitate you to enjoy our wide range of services and products at favourable terms that ultimately could help you achieve your personal goals.

In the view of the above, Cogebanque Plc is looking External & Internal for inspired innovators, self-driven and highly creative personalities to collaborate with the Bank in taking it to the next level of success. If you feel you have what it takes, we would like to hear from you by applying for the below position/s.

If the position described below speaks to you, send us your application via email at jobvacancies@cogebank.com by or before **30 /09/ 2022** marking the subject as “The Job You Are Applying for”. i.e. **“Corporate Relationship Manager”**

Job Title and requirements

Job responsibilities

Corporate Relationship Manager

Grade: Manager

Job summary

Position Summary:

The purpose of the role is to build and manage rapport with corporate clients through developing and maintaining a proactive customer advisory relationship management that includes effective consultative selling and structuring of solutions for potential or existing Corporate customers in line with the set targets, service standards and strategic objectives of the Bank aimed at growing the assets book.

JOB REQUIREMENT

- Bachelor’s Degree in Business Administration, Banking, Economics or other related field;
- Minimum of 3 years’ experience in a Banking Business development role;
- Good leadership skills;
- Sufficient knowledge of modern management techniques and best practices;
- Personal qualities such as: autonomy, dynamism, efficiency and efficacy;
- Ability to work under minimal supervision
- Excellent oral and written communication
- High level of creativity and innovation
- Good planning and organisation skills
- Excellent analytical skills
- Good problem solving and analysis
- Excellent relationship building and networking

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Key Responsibilities:

Business Development

- Implement effective sales and generate monthly sales performance reports in line with the set targets
- To drive and monitor the growth of the loan book of the bank and initiate key strategies of driving the business.
- Actively market and effectively generate leads, create and periodically update customer databases for potential and existing corporate customers and recommend financial solutions based on customer value.

Client Relationship Management

- Plan and implement customer relationship management training/sensitization programs for bank staff in line with customer expectation, the identified training needs and the bank’s customer service strategy.

Client Relationship Management

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- Conduct periodic visits or meetings to achieve understanding of their business needs intended to build a loyal corporate customer base.
- Recommend, procedural, process, and policy changes required to meet corporate customer expectation/needs and generate periodic status reports.
- Maintain an updated database for the potential Customers and give direction to branches on the key revenue generating strategies of the bank.

Branch Coordination

- Work with branch management and staff to implement and monitor a system of ensuring continued compliance with Know your Customer and risk management policies in line with bank procedures.

