

JOB PROFILE

Position Title:	Senior Manager, Financial Institutions (Banks)
Available position/s:	1
Division:	Corporate Banking
Location:	Head Office
Reporting to:	Head, Institutional Banking

Position Scope:

The purpose of this role is to grow the Financial Institutions (Banks) business segment within the Bank through the delivery of innovative and customized solutions to meet the specific requirements of Financial Institutions. Develop and maintain correspondent banking relationships with both local and foreign entities linking the Bank's clients to other financial institutions in terms of Trade Finance, Credit and dealing lines to facilitate their access to both domestic and international markets for various interaction purposes.

Key Responsibilities:

- Drive revenue across various products (cash, trade, treasury) from the Financial institutions portfolio
- Provide financial information and analysis including market intelligence for use in the preparation of credit reports for financial institutions across the Bank.
- Prepare credit reports for approval of the credit committee and provide support for both internal and external correspondent banking clients.
- Manage active pipeline throughout the year to achieve set financial targets
- Support payments and customer teams with correspondent banking inter-mediation for transactions done through correspondent banks.
- Availability and quality of credit lines to effectively support the bank's business
- Quality of information systems to support business
- Consistency in adherence to and application of established policies, processes, procedures and tools to achieve optimal efficiency, compliance and cost containment
- Prevent exposures to and impact of risks inherent in correspondent banking activities
- Continually engage correspondent banks to provide requisite products for engaging with the bank
- Conduct customer due diligence as per laid down standards for correspondent banking
- Grow and expand the network of correspondent banks to facilitate the needs of the bank on an on-going basis
- Investigate and seek solutions to problems experienced between correspondent banks and ourselves to facilitate efficient business operations in all bank units in contact with correspondent banks; namely Corporate, Swift, Payments, Treasury and Trade Finance Departments.
- Responsible for advising the Bank on any events occurring within correspondent network, which might impact the Bank's business and service delivery.

- Negotiate on behalf of clients pricing on products offered by correspondent banks to ensure we remain competitive in the market.
- Ensure the recommended hours of learning/training are achieved for both self and direct report through E-learning, Internal & External training activities.
- Ensure that there is proper succession plans for key roles and career development for direct reports.
- Ensure direct reports attend trainings for self and career development
- Ensure career development of direct reports through performance management, coaching, mentoring and job rotation.

Skills & Experience:

- University Degree in Business Administration, Economics, Finance, Banking or its equivalent from a recognized institution.
- Relevant certification in business development Finance, International Trade or its equivalent is an added advantage.
- 5 - 7 years' relevant managerial experience and general banking experience with a strong foundation in trade finance, payments, treasury, back-office processing, swift formatting and reconciliation.
- Ability to drive trade business among correspondent banks for effective utilization of availed credit lines. Ability to share correspondent banking payments business among correspondent banks in line with strategic goals.
- Effectively perform correspondent banking activities/tasks in a manner that consistently achieves high quality standards or benchmarks.
- Knowledge and experience in emerging correspondent banking practices to initiate and implement strategic and/or tactical changes.
- Experience managing people at lower - middle management level.
- Nurture and sustain employee satisfaction and to manage changes
- Organization development to effectively structure team for optimal performance
- Have a revenue generating focus (proactive and able to take initiative).
- Create and maintain relevant business networks; and to effectively communicate with and manage customer expectations (internal and external), and other stakeholders who impact performance.
- Self-empowerment to enable development of open communication, teamwork and trust that are needed to support performance and customer-service oriented culture.
- 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.
- Highly developed stakeholder management and communication skills, with proven ability to influence senior internal partners, manage sensitive information with discretion and engage confidently with executive-level client decisionmakers.
- Strong Knowledge of Central Bank's Prudential guideline and other relevant local legislations.
- Ability to lead, coach and motivate international staff.
- Strong Sales & Marketing skills.

- Strong analytical and judgement skills.
- Strong knowledge of offshore banking.
- Strong understanding of various financial markets.
- Fluency in English and French.
- Sound judgement and professional integrity.
- Strong accountability and ownership mindset.
- Ability to operate effectively under pressure and ambiguity.
- Strategic thinker with disciplined execution focus.
- Ability to manage Money Laundering risks.
- Ability to drive business and deliver string results.

How to Apply:

- Send your CV and application letter showing how you meet the role requirement stated above to: Recruitment@nationalbank.co.ke by **Friday, 22nd May 2026**
- Indicate Name & Job Reference **No. NBK/CORP/09/2026 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