



Consolidated Bank of Kenya Ltd is Kenya's SME bank of choice that provides flexible financial solutions that support our customers in achieving success. The Bank is well positioned, with presence in majority of the country's business hubs to continually offer pleasant and convenient services. We seek to recruit high caliber, results oriented and self-driven individual to fill the position of **Corporate Relationship Managers – Assets (3)**

CORPORATE RELATIONSHIP MANAGERS – ASSETS

Job Purpose

Reporting to the Head of Corporate Banking, the Relationship Manager-Assets will be responsible for the growth of the Bank's deposits as well as marketing and selling of loans and advances to existing and new clients.

Key Responsibilities

- Marketing for business including new assets and liabilities.
- Analyzing clients' business and cash flows to make informed decision on level of borrowing.
- Preparing credit summaries for approval by the Credit Committee and Board of Directors.
- Credit monitoring and control.
- Meeting with clients, determining their needs and requirements, providing strategic advice, and managing their assets accordingly.
- Maintaining good client/bank relationships for client satisfaction, thus ensuring mutual benefit of both client and the bank.
- Conducting risk analysis, preparing financial, asset management, and investment reports, reviewing policies, and developing strategies to maximize asset growth.
- Preparing management reports.
- Creating, organizing, and managing client portfolios of assets, increasing their value, and minimizing risks.
- Monitoring asset performance and recommending corrective measures.
- Developing strategies to increase ROI and minimize risk factors and losses.
- Experience in public sector business prospecting for both Loans and deposits will be an added advantage

Qualifications and Competencies

- Be a holder of Bachelor's Degree in a business related field from a recognized university.
- Possession of professional Banking qualifications such as AKIB and/or CPA (K) will be added advantage.
- Should have at least 7 years' experience in Banking, 3 of which must be in supervisory position.
- Should have thorough knowledge and understanding of the Banking Industry.
- Should have excellent skills in Sales, Marketing and Customer service management.
- Should have excellent inter-personal, communication and negotiation skills with the ability to network and develop strong business relations.
- Should have strong leadership and people management skills with demonstrated competencies in championing high performance management.

Method of Application

Please note that applications with the position applied for clearly indicated on top of the envelope together with a detailed Curriculum vitae and copies of academic and professional certificates, should be **HAND DELIVERED** or sent through **COURIER/POST OFFICE** to the Bank's Head Office located at Consolidated Bank House, Koinange Street, 6th Floor on or before **Friday, 21st August 2026** at 5.00 pm and addressed to:

**The Head of Human Resources
Consolidated Bank of Kenya Limited
P.O. Box 51133 - 00200
NAIROBI**

Consolidated Bank of Kenya Limited is an equal opportunity employer. Women and persons with disabilities are encourage to apply.