



*First Global Bank Limited, a wholly owned subsidiary of GraceKennedy Limited, invites applications for the following position:*

## ***Business Development Officer***

### **WHAT YOU'LL DO ...**

- 🌐 Develop and deliver plans to manage portfolio of small business commercial customers within an assigned market, placing emphasis on increasing product penetration.
- 🌐 Conduct sales planning, analysis and consistent delivery of excellent customer service.
- 🌐 Promote the bank's products and services through frequent client meetings and discussions covering investment strategy, account performance, new products and market development.
- 🌐 Develop and implement plans to manage and grow customer base.
- 🌐 Build relationships with referral SOURCES (attorneys, doctors, accountants and other professionals) in order to identify prospects for new business opportunities.
- 🌐 Work closely with key internal stakeholders to coordinate marketing, sales and support services for assigned/targeted accounts.

### **DO YOU HAVE?**

- 🌐 A Bachelor's Degree in Economics, Statistics, Marketing or any other related discipline
- 🌐 3-5 years commercial banking experience (experience in lending/credit writing would be an asset)
- 🌐 Proven track record of exceptional sales and sound judgment are essential.
- 🌐 Strong understanding of each customer's business, industry and associated risks.
- 🌐 Demonstrated record of success in originating new business with small and medium sized business customers and professionals.
- 🌐 Broad industry knowledge
- 🌐 Excellent Sales and Marketing acumen

### **WHAT YOU'LL BRING**

- 🌐 Excellent communication skills (oral and written)
- 🌐 Excellent organizational skills and ability to work in a fast paced environment
- 🌐 Proven track record of exceptional sales and product development
- 🌐 Track record of exceeding sales and profitability goals while building and expanding partnerships
- 🌐 Excellent time management and problem solving skills

## WHAT YOU CAN EXPECT

- To join a company that recognizes the driving force of its success is its people.
- To enter a customer-centric culture centered on service excellence, creativity and innovation.
- To become a part of an experienced team; the best and brightest in the industry.
- To join a solid group of companies where your career growth and personal development are of utmost priority.
- Mutual respect, teamwork, recognition, open communication and empowerment.

Interested persons who meet the stipulated requirements are invited to submit resume and cover letter to [fghrd@gkco.com](mailto:fghrd@gkco.com) by **Wednesday September 25, 2019** or to:

The Human Resources Department  
First Global Bank Limited  
5<sup>th</sup> Floor  
2 St. Lucia Avenue  
Kingston 5

First Global Bank thanks all applicants for their interest however, only those under consideration will be contacted.