



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

Business Banking Executive

YOUR RESPONSIBILITIES WILL INCLUDE:

- Customer Relationship Management.
- Sales, sales planning, analysis and consistently delivering excellent customer service.
- Development and implementation of plans to manage and grow the commercial portfolio of small to medium enterprise (SMEs) customers; cross-selling, up-selling and retention of existing customers.
- Promoting sale of the bank's products via frequent client meetings and other creative channels.
- Actively seeking feedback on the bank's products and services.
- Maintaining a strong understanding of the banking industry, the commercial landscape and associated risks.
- Consistently meeting financial objectives related to the profitable growth and retention of the SME customer segment.

DO YOU HAVE?

- A Bachelor's Degree in Economics, Statistics or any other related discipline
- A minimum of five (5) years' experience working in a commercial bank; a three (3) years' of which should be in business development.
- Proven track record of consistently meeting and/or exceeding sales targets with demonstrated success originating new business
- Strong communication and presentation skills
- Highly developed negotiation skills and lending experience
- Sound knowledge of the SME market as well as economic conditions and trends
- The ability to exercise sound judgment
- Thorough knowledge of the Banking Services Act, the Banking Amendment Act and the BOJ Regulations regarding Credit Classification, Provisioning and Non-Accrual requirements.

WHAT WE WANT!

- Excellent networking and interpersonal skills
- Expert sales acumen and marketing ability
- Strong Analytical skills and ability to assess lending risks
- Ability to be persuasive and influential
- Superior presentation skills

WHAT YOU CAN EXPECT

- The opportunity to join a company that recognizes the driving force of our success is our 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 specified requirements are invited to submit resume and cover letter for consideration to fgbhrdepartment@gkco.com by **Friday January 24, 2020** or to:

The Senior Manager Human Resources
First Global Bank Limited
5th Floor, 2 St. Lucia Avenue
Kingston 5