



WE ARE **HIRING**

People Capacity Management is recruiting suitable and qualified candidates for her client, a fast growing financial services company.

JOB TITLE : CHIEF EXECUTIVE



INVESTMENT BANKING

Nationality: Nigerian

Experience: 15 - 20 years

Location: Uganda

Job Description:

The Chief Executive Officer (CEO), reports to the Board of Directors and will be responsible for the overall strategic and operational performance of the Bank and the achievements of the Bank's Growth and Profitability agenda. The CEO's responsibility also extends to the effective management of the enterprise in fulfilment of the declared objectives and within the framework of the policy laid down by the Bank Board. This is an executive responsibility which is summarized in the following major items:

The Chief Executive Officer will;

- ensure the implementation and achievement of Bank's current and future strategic direction set by the Board, and ensures delivery of strategic and operational key performance results, and outcomes, across the organization.
- provide Strategic advice to the Board of Directors and Develops strategic direction for the Board's approval, strategic and positioning to ensure the Bank's profitable growth and success.
- be accountable for developing new business opportunities and sustaining valuable relationships with private and public sector stakeholders to ensure the bank's continuous expansion and business growth.
- provide the mandate and leadership for the Executive Team to work in partnership across their operational groups, to lead and implement continuous improvements in business processes, leveraging digital transformation, and ensuring delivery of customer centric services.
- report to the Board on economic and trade conditions, and other relevant factors, which may influence their judgment in the formulation or modification of policy.



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INVESTMENT BANKING

Nationality: British/India

Experience: 15 - 20 years

Location: Mauritius

Job Description:

The role is primarily responsible for evolving and implementing the distribution strategy across the Mauritius region to be able to exceed the net flow targets. This will include driving revenue for new product launches, increasing the number of likeminded advisors and increasing wallet share across the aligned advisors through leading and managing the Mauritius sales, distribution, national accounts and portfolio specialists. This individual will possess strong business acumen and extensive knowledge of the retail wealth management, advisory services and asset management industries. The candidate must have a proven track record of developing and leading teams. The position reports to the Group Chief Executive of Cititrust Holdings Plc and is based in Lagos, Nigeria.

The Chief Executive will:

- Lead and manage the advisor distribution team to grow revenue, exceed net asset flow targets and increase wallet share with likeminded advisors
- Determine territories, incentive plans and selling systems to execute the revenue and net flow targets across the Mauritius Distribution, Sales and National Accounts teams
- Lead and manage the National Accounts team to drive high returning revenue activity key national accounts including Broker Dealers, third party platforms and large RIAs
- Lead and manage the institutional sales team to identify new Broker Dealer, platforms and large RIAs to provide access for the Distribution team to identify and recruit high potential likeminded advisors
- Lead and manage the Portfolio Specialists to support the Sales, Distribution and National Accounts team to recruit high potential advisors and deepen relationships with tier 1 likeminded advisors
- Partnering with marketing to drive demand generation to identify and recruit high potential financial advisors with high quality, cost effective lead generation and recruitment
- Partner with product, investments and marketing to execute high quality events to engage with likeminded advisors and recruit high potential advisors
- Collaborate with Mauritius Leadership team to support market research, to identify trends and competitive advantages and then translate those into an effective product roadmap
- Own the revenue projections across the Americas region, contributing to the P&L and budgeting process



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INVESTMENT BANKING

Nationality: Rwandese

Experience: 15 - 20 years

Location: Rwanda

Job Description:

The candidate must be able to build the Company's investment platform, its management capability and reputation, and to grow its current assets and portfolio of funds to sustain network, growth and impact. He must have an understanding of Hedge Fund/Mutual Fund client operations and the private equity investment process and has a documented track record of successfully cross selling to existing client base and of being a relentlessly client focused client success manager by successfully growing revenue Year-on-Year from existing users.

The Chief Executive will:

- adopt a consultative approach with the firm's partners and the Client Advisors to develop and execute investment strategies across all asset classes and product types including individual securities, mutual funds, ETFs, limited partnerships, direct investments, real estate, privates, and options.
- The successful candidate will be an experienced generalist with deep knowledge of all areas of alternative investing, will work to analyze, assemble and design investment strategies for prospective clients and assist with the implementation of such programs.
- The Director will be expected to make timely recommendations on Hedge Funds (across all strategies), Private Equity, Insurance Linked Products, Real Estate, commodity products, and currency products.
- The Director is expected to make and disseminate these recommendations by drafting comprehensive Manager Due Diligence memoranda.
- The Director will perform extensive due diligence and investment research, keep informed of developments in global markets and the alternative investment management industry and confer with both internal advisors and outside product providers, managers, to determine the appropriateness of investment decisions across different portfolios.



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JOB TITLE : CHIEF EXECUTIVE



INVESTMENT HOLDING

Nationality: Francophone African

Experience: 15 - 20 years

Location: Abidjan/ Cote d'ivoire

Job Description:

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INVESTMENT HOLDING

Nationality: Southern African/ White

Experience: 15 - 20 years

Location: South Africa

Job Description:

The Chief Executive is responsible for the leadership of the Group and for promoting the highest standards of integrity and probity. He will;

- Lead the management in the day-to-day running of the Group's business in accordance with the business plans and within the budgets approved by the Board.
- Lead the management to ensure effective working relationships with the Chairman and the Board by meeting or communicating with the Chairman on a regular basis to review key developments, issues, opportunities and concerns.
- Develop and proposes the Group's strategies and policies for the Board's consideration
- Implement with the support of the management, the strategies and policies as approved by the Board and its committees in pursuit of the Group's objectives
- Maintain regular dialogue with the Chairman on important and strategic issues facing the Group, and ensures bringing these issues to the Board's attention
- Ensure that the Board, especially the Chairman, is alerted to forthcoming complex, contentious or sensitive issues affecting the Group
- Conduct the affairs of the Group in accordance with the practices and procedures adopted by the Board and promotes the highest standards of integrity, probity and corporate governance within the Group.