



WE ARE **HIRING**

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

JOB TITLE : EXECUTIVE DIRECTOR

INVESTMENT BANKING

Nationality: Nigerian

Experience: 15 - 20 years

Location: Liberia

Job Description:

The Executive Director is 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. Position requires the right skills and mindset to assess and mitigate principal risks and compliance of the Bank's business, together with its growth and profitability and ensures that appropriate management and technological systems are in place for delivering the expected services and performance standards.

The Executive Director will;

- Foster a climate of customer focus and maintains client contact and sets the tone at the top for effective business development by leveraging the Bank's capability for cross-selling.
- Ensure Growth in the Bank's representation points through technology in order to grow and provide customers and stakeholders the banking products and services.
- Create and innovate new products and services or emerging in new markets; and modifying existing products and services for the strategic competitiveness in achieving the above average or desired shareholder returns.
- Maintain appropriate contact with Government, Ministries and Departments, Associations and Federations, and other such bodies bearing on the framing and fulfilment of policy and plans for the Organisation. (This is a semi-executive activity conducted on behalf of the Board of Directors which may in part be delegated to specialist executives.)
- Lead the achievement of the customer service standards agreed annually and ensure the leadership, dissemination, understanding and delivery of customer centric services across the bank.



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JOB TITLE : EXECUTIVE DIRECTOR

INVESTMENT BANKING

Nationality: Kenyan

Experience: 10- 20 years

Location: Kenya

Job Description:

The position is directly in charge of business development for Asset Management, product development and marketing strategies and execution of various initiatives for the growth of the Investment Bank. He/ She will;

- Spearhead the procurement of an Asset Management License from the Regulatory Bodies, Structure and present a plan for the Asset Management Company.
- Plan and direct all aspects of the organization's asset management policies, objectives, and initiatives. Develop and implement the Company's asset management plans and strategy, communicate expectations and obligations through Senior Executives and managers, and monitor and report on performance to optimize the value of the asset portfolio Approval.
- Lead implementation of asset management and maintenance programs, providing professional oversight to Asset Management Team activities to protect the Company's investment and financial interests.
- Develop recommendations related to portfolio profile, deployment and redeployment, acquisition, disposal or retirement of specific major assets
- Develop financial models, perform financial analyses and asset management analyses, and recommend appropriate strategies and capital requirements for major asset portfolio.
- Identify and analyse trends, review data and evaluate business options to ensure business cases are financially sound and ensure that investment portfolios are appropriately structured to meet client's objective.
- actively involved in the development of business strategy, budget, standard operating manuals and policies including investment policy, guidelines, risk management framework, compliance framework and service level agreement.
- Develop a strategic business pipeline to advance profitability and provide clear direction for operations ensuring that the Company financial and business objectives are being achieved



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JOB TITLE : EXECUTIVE DIRECTOR

INVESTMENT BANKING

Nationality: Malawian

Experience: 15- 20 years

Location: Malawi

Job Description:

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- Spearhead the procurement of an Asset Management License from the Regulatory Bodies, Structure and present a plan for the Asset Management Company. Plan and direct all aspects of the organization's asset management policies, objectives, and initiatives.
- Develop and implement the Company's asset management plans and strategy, communicate expectations and obligations through Senior Executives and managers, and monitor and report on performance to optimize the value of the asset portfolio.
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- Develop a strategic business pipeline to advance profitability and provide clear direction for operations ensuring that the Company financial and business objectives are being achieved
- Work with team members to develop business opportunities with new and existing clients, Drive business results and acquire new assets, both from existing client base and new client acquisition.



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JOB TITLE : EXECUTIVE DIRECTOR

INVESTMENT BANKING

Nationality : Botswana

Experience: 15- 20 years

Location: Botswana

Job Description:

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- Spearhead the procurement of an Asset Management License from the Regulatory Bodies, Structure and present a plan for the Asset Management Company.
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JOB TITLE : EXECUTIVE DIRECTOR

ASSET MANAGEMENT

Nationality : Ghanaian

Experience: 10- 15 years

Location: Ghana

Job Description:

The position manages the Company's pension assets to maximize the return on investment within acceptable levels of risk by broadly diversifying its investments, capitalizing on economies of scale to achieve cost-effective operations, and providing access to high quality, innovative investment management strategies. He will;

- responsible for the day-to-day administration of pension schemes and life insurance policies and ensure that new and existing customers' policies are accurately maintained and serviced.
- Coordinate with employer, accountants, and clients for pension calculation operations and assist annual pension valuations and develop compensation statements.
- Provide support in annual pension audits and implement audit recommendations and Provide assistance to pension management team whenever needed.