



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **ASSET MANAGEMENT AND INVESTMENT BANKING**

**Nationality :** Ghanaian

**Experience:** 15 - 20 years

**Location:** Ghana

### **Job Description:**

The MD will have overall management responsibility with direct line authority. The MD will be the first representative of the organization and have the overall responsibility to plan, organize and control all of the day-to-day activities of the microfinance bank. At all times, the MD will be responsible to the Board of Directors of He or she will be responsible for the formation and approval of the Bank's strategy by the board of directors.

### **The MD/CEO will:**

- Execute the decisions of the Board of Directors.
- Participate in hiring and supervision of the senior management team.
- Manage relationships with Investors, regulatory agencies, creditors and other partner institutions.
- Create and implement a framework for the operation of an effective senior management team.
- Ensure that the organization follows best practices for internal control and risk management.
- Operates in a fiscally responsible manner within agreed budget parameters.
- Provide strategic input and direction for the development of performance targets, including on-going monitoring to ensure achievement of set targets and ensure the Company meets the targets set forth in the business plan and annual budget. Supervise all heads of department to achieve efficient, productive and profitable loan and deposit portfolio growth in line with corporate strategy.
- Lead the identification of target market segments and develop strategies for growth.
- Build the organizational structures and business teams to maximize productivity and performance.
- Participate in projects geared towards new products/ service development and or product / service enhancement by giving appropriate guidance on required checks, controls, processes and procedures in line with leading practices within the sector..



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **ASSET MANAGEMENT AND INVESTMENT BANKING**

**Nationality :** Kenyan

**Experience:** 7- 10 years

**Location:** Kenya

### **Job Description:**

The Position Holder is responsible for providing leadership to the investment management function of the company, by contributing to the formulation of investment strategies, product development and process improvement initiatives; maintain coverage of assigned research responsibilities; ensuring efficient trade execution, portfolio administration and transaction processing; supporting Primary Portfolio Managers, and maintaining secondary responsibility for asset portfolio

### **DUTIES AND RESPONSIBILITIES**

- **Stakeholder Engagement:** Build advantageous relationships across the firm, as well as with key decision-makers in organizations in which Cititrust either already has an existing relationship, or are in the organization's client pipeline, in order to support the growth of the firm's client-base and Assets Under Management (AUM), as well as its long-term business growth.
- **Investment Strategy:** Active contribution to the development and implementation of strategies to improve the portfolio management function and implementation of agreed investment strategies and action plans, and ensuring adherence to investment mandates and client profiles.
- **Market Research and Analysis:** Leads market research and analysis efforts into uncovering both global and local macroeconomic trends, extensive research into various financial instruments, and in-depth review of mostly publicly traded companies, in order to understand current trends, and forecast future performance, with the aim of applying this knowledge to managing the firm's business.
- **Manage Portfolio Performance:** Develop portfolio performance benchmarks and targets based on factual market information on an annual basis, or at any other frequency interval requested.
- **Review Investment Proposals:** Review proposals for investment in quoted equities, bonds, and money market securities. Prepare funds management proposals to current and prospective clients. Asset Allocation Review on a constant basis, the asset allocation of mutual funds to ensure compliance with the trust deeds.



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **ASSET MANAGEMENT AND INVESTMENT BANKING**

**Nationality :** Nigerian

**Experience:** 15 - 20 years

**Location:** Lagos, Nigeria

### **Job Description:**

The Managing Director, Asset Management leads the development and implementation of asset management strategies supported by high quality asset management policies, systems and practices to achieve optimal return on investment and effective deployment of the Company's property, infrastructure and/or equipment portfolio. He / She will be responsible for providing leadership to the investment management function of the company, by contributing to the formulation of investment strategies, product development and process improvement initiatives; maintain coverage of assigned research responsibilities; ensuring efficient trade execution, portfolio administration and transaction processing; supporting Primary Portfolio Managers, and maintaining secondary responsibility for asset portfolio.

### **The MD will;**

- 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 optimise 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.
- 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.





# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **FINANCIAL SERVICES**

**Nationality :** Malawian

**Experience:** 7- 10 years

**Location:** Malawi

### **Job Description:**

The Managing Director (MD), reports to the Board of Directors and will be responsible for the overall strategic and operational performance of the Finance Company and the achievements of the Company's Growth and Profitability agenda. The MD'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 Company's Board.

He/She will;

- Work in partnership with the Board to ensure ongoing strategic forward thinking that forms the strategic and operational goals and leveraging wherever possible, technological solutions.
- Fosters a climate of customer focus and maintains client contact and sets the tone at the top for effective business development by leveraging Bridge Finance's capability.
- Lead the achievement of the Company's Financial Goals as per the approved Corporate Plan and consistently meeting the Key Performance Indicators.
- Keeping the financial position of the Company under review to ensure that there is an appropriate balance of long-term and short-term finance, and provision of adequate cash
- flow for day-to-day working and in compliance with statutory requirements and reporting.
- Keeping the activities of the Company in all sections under general review with particular reference to the conformity of the current and cumulative "actual" position with budgets.
- Effective risk management of Bridge Finance at Enterprise level in maintaining the safety and soundness of the company's operation; Ensure that operational areas have an updated risk management framework and register in place linked to the Bank's risk management strategies.



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **INVESTMENT HOLDING**

**Nationality :** South African

**Experience:** 10- 15 years

**Location:** South Africa

### **Job Description:**

Under the supervision of the Board of Directors, the MD is responsible for the day-to-day management of the Financial Service Company; developing business strategies and plans ensuring their alignment with short-term and long-term objectives; leading and motivating staff to advance employee engagement; developing a high performing managerial team; and, ultimately overseeing all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission of the Bank. Additionally, the CEO is responsible for driving institutional change and continued innovation through a period of transformation as well as representing the Company to clients and external partners and agencies.

### **He/She will;**

- Oversee the Company's capital, liquidity, and credit risk to safeguard its AAA rating.
- Provide Client Services and Commercial leadership with recommendations regarding the solutions delivery strategy and organizational model for additional Agile1 prospects and customers.
- Be responsible for the growth and management of the location in alignment with CITITRUST's strategic priorities and commitment to client service.
- Build and maintain professional networks to foster new client development and bear ultimate responsibility for client relationships and their retention
- Build and drive growth in partnership with CITITRUST's Business Development and Marketing teams - Develop relationships with professionals and other business referral sources in order to locate creditworthiness prospects for loans.
- Promote high quality technology loan customer service and related activities and possess excellent corporate finance knowledge depending on the diversity of the portfolio.



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **MICROFINANCE BANK**

**Nationality :** Nigerian

**Experience:** 15 - 20 years

**Location:** Nigeria

### **Job Description:**

The MD will be the first representative of the organization and have the overall responsibility to plan, organize and control all of the day-to-day activities of the microfinance bank. At all times, the MD/CEO will be responsible to the Board of Directors. He or she will be responsible for the formation and approval of the Bank's strategy by the board of directors.

The successful candidate will have overall responsibility for the execution of the company's strategy for expansion and delivery of all the banks financial services including digital financial services in line with the business objectives agreed by the Board.

### **The MD will:**

- Be a member of the MFB Board of Directors and execute the decisions of the Board of Directors.
- Manage relationships with Investors, regulatory agencies, creditors and other partner institutions.
- Create and implement a framework for the operation of an effective senior management team.
- targets, including on-going monitoring to ensure achievement of set targets.
- Build the organizational structures and business teams to maximize productivity and performance.
- Participate in projects geared towards new products/ service development and or product / service enhancement by giving appropriate guidance on required checks, controls, processes and procedures in line with leading practices within the sector.
- Facilitate and present periodic business performance review reports to the Board.
- Participate in other Executive Management Committees and other related tasks.
- Ensure and promote advocacy roles within the Microfinance Bank Associations.





# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **MICROFINANCE COMPANY**

**Nationality :** Ghanaian

**Experience:** 15 - 20 years

**Location:** Ghana

### **Job Description:**

The successful candidate will have overall responsibility for the execution of the company's strategy for expansion and delivery of all the banks financial services including digital financial services in line with the business objectives agreed by the Board.

### **The MD/CEO will:**

- Execute the decisions of the Board of Directors.
- Participate in hiring and supervision of the senior management team.
- Manage relationships with Investors, regulatory agencies, creditors and other partner institutions.
- Create and implement a framework for the operation of an effective senior management team.
- Ensure that the organization follows best practices for internal control and risk management.
- Operates in a fiscally responsible manner within agreed budget parameters.
- Provide strategic input and direction for the development of performance targets, including on-going monitoring to ensure achievement of set targets and ensure the Company meets the targets set forth in the business plan and annual budget. Supervise all heads of department to achieve efficient, productive and profitable loan and deposit portfolio growth in line with corporate strategy.
- Lead the identification of target market segments and develop strategies for growth.
- Build the organizational structures and business teams to maximize productivity and performance.
- Participate in projects geared towards new products/ service development and or product / service enhancement by giving appropriate guidance on required checks, controls, processes and procedures in line with leading practices within the sector.
- Facilitate and present periodic business performance review reports to the Board.



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **MONEY MARKET MUTUAL FUND**

**Nationality :** Ghanaian

**Experience:** 10 - 15 years

**Location:** Ghana

### **Job Description:**

This position requires a self-starter who can collaborate well with internal and external stakeholders, manage bank relationships, and drive business growth in different geographies. This person should possess solid business judgment, be capable of driving the right results, and be able to dive deep into data. He or she should also possess the ability to influence teams with competing priorities, and to work cross-functionally with Business, Finance, Accounting, Tax, Shared Services, Machine Learning and external banking partners.

He will;

- Executing fixed income business and product strategy as well as product development activities and supporting improvement of operational efficiencies.
- Developing, maintaining and reporting on strategic issues and investment product and distribution industry trends.
- Work with clients, brokers, custodians and prime brokers to resolve any issues, and to ensure on time confirmation and settlement of trades, FX spots and forwards, and other transactions.
- responsible for providing middle office services to Institutional Money Managers and Global Hedge Fund clients; and fulfilling other client requests including processing of investment and fee related wires.





# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **REAL ESTATE**

**Nationality :** Southern African

**Experience:** 15 - 20 years

**Location:** South Africa

### **Job Description:**

This position serves as liaison between Property Management, Business Development Manager and key institutional client accounts, and property management services. He implements, monitors and supervises all programs, budgets, contracts, contracted services, and staff related to rental property management and maintenance operations.

He will;

- Oversee the operating budgets and leasing activity (including the establishment of leasing policies, analysis of projected returns by lease and leasing staff's adherence to, and execution of, leasing policies and plan) and capital investment projects (including analysis of projected returns by project and monitoring results to evaluate managers' performance, and advising on sell/hold and related capital allocation decisions).
- Track property-by-property revenue and accounting profitability and seek continual feedback from clients about performance of property management
- Represent EV fund interests in discussions with tenants and third-party property managers, primarily in single-tenant, net leased office and industrial buildings.
- Assist with corrective action for unprofitable properties or assignments.
- Monitor clients' acquisition and sale activity for new opportunities for Everbond Properties Limited, and also assist with marketing and pitch materials.



# WE ARE **HIRING**

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

**JOB TITLE : MANAGING DIRECTOR**

## **STOCKBROKING**

**Nationality :** Nigerian

**Experience:** 15 - 20 years

**Location:** Head Office in Lagos and offices in other parts of Nigeria

### **Job Description:**

The Managing Director will be responsible for leading the team in developing high quality business strategies and plans in alignment with business and profit objectives. He/She will Co-ordinate the advisory services to clients on shares, stocks, bonds and other investment products to ensure that client investment objectives are met and will be responsible for the budget and profit performance, as well as meeting the long-term goals of the Company.

The MD will;

- Initiate policies for Board Approval and coordination of policy and strategy plan implementation.
- Articulation of programmes for exploitation of new business opportunities.
- Ensuring the sustenance and deepening the existing relationships.
- To develop and manage operating budgets, and ensure compliance with all relevant regulatory requirements.
- Ensure strict financial controls and reporting practices within the organization to meet regulatory and legal requirements.