

MyCredit Limited

<https://www.mycredit.co.ke/job/business-development-manager-medium-term-loans-sme-education/>

Business Development Manager – Medium Term Loans (SME and Education)

Description

About MyCredit

We are a non-banking financial institution with branches across the country offering loans, guarantees and insurance products. We are looking for the perfect fit in the organisation who will undertake business development opportunities in the Education and SME industry and maintain important revenue-generating client relationships. This role involves offering medium term facilities secured by land (property) collateral to businesses and all private schools.

Responsibilities

- Grow a quality loan portfolio in education and business sectors across the country.
- Manage branch loan relationship officers.
- Uphold transparency to clients on the credit application process and requirements and offer clarification on all matters.
- Build Product Knowledge and awareness to identify potential opportunities to up-sell and cross-sell.
- Ensure full compliance with Know Your Customer (KYC) requirements by collecting detailed information on each client through meetings and field visits (home, business, suppliers, customers, guarantors, community) and loan appraisal (financial analysis, repayment capacity, tenure, collateral etc).
- Evaluate credit proposals and applications rapidly to ensure that loans are processed within MyCredit Limited Turnaround Time (TAT).

Qualifications

- Five years and above experience from either a Commercial or Microfinance Bank.
- Diploma or Degree in business or marketing related field.
- A resident of Nairobi.
- Good understanding of market economic conditions and trends.

Skills

- Sound knowledge of banking practices, procedures, and products.
- Good communication and interpersonal skills.
- Effective presentation, networking and negotiation skills.
- Integrity and transparency in relaying information.
- Sound analytical and technical skills.
- Confident, self-driven and dynamic.
- Proactive and solution driven.
- Highly committed to customer service.

Hiring organization

MyCredit Limited

Job Location

Nairobi

Date posted

May 29, 2023

Valid through

03.06.2023

How to Apply

Interested and qualified persons are requested to submit their applications by email, attaching an application letter and curriculum vitae to reach **hr@mycredit.co.ke** by or

before 3rd June 2023. Only shortlisted candidates will be contacted.

For more information visit www.mycredit.co.ke or call us on **0711 349 805**