



Job Opportunity:

# Public Sector Relationship Manager

Are you a dynamic professional with a passion for driving growth and building lasting relationships within the public sector? Join our team as a **Public Sector Relationship Manager (Windhoek)** and play a key role in driving strategic initiatives and delivering impactful financial solutions!

## Key responsibilities:

- Strategic growth: Identify and capitalise on opportunities for asset growth to achieve Net Income Return targets as outlined in the Financial Performance Report
- Sales strategy: Develop and implement a sales portfolio growth strategy tailored to the public sector landscape
- Operational excellence: Maintain accurate records of credit proposals and monitor expired limits to ensure compliance and efficiency
- Tactical strategy: Contribute to the development of tactical strategies and implement operational plans that align with business objectives
- Client expansion: Identify and onboard profitable customers to expand the customer base and strengthen our public sector presence

## What we're looking for:

- Relevant business or commerce degree
- 3-5 years relevant experience in a similar environment and/or management level
- Proven experience in relationship management, preferably within the public sector
- Strong strategic planning and sales acumen
- Excellent analytical and communication skills
- Ability to build and maintain professional relationships with key stakeholders
- A results-driven mindset with a passion for excellence

**Interested? Apply now**

<https://firststrand.wd3.myworkdayjobs.com/en-US/FRB/login>

Application closing date: 27 January 2025