

Exciting career opportunity



Managing Director

Our Client, a leading financial institution, is seeking an experienced and results-oriented professional to take on the role of Managing Director. Reporting to the Board of Directors, the Managing Director will be responsible for providing strategic leadership, ensuring operational efficiency, and driving sustainable business growth.

The ideal candidate should be a visionary leader with a deep understanding of banking operations, financial strategy, risk management, and regulatory compliance. The successful candidate will oversee all aspects of the bank's performance, including financial management, customer experience, talent development, and stakeholder engagement.

Key roles and responsibilities

- Drive balance sheet growth and achieve budgeted operating profit.
- Grow earnings from interest income and non-funded income.
- Optimize cost-to-income ratio and manage interest expense through a strategic product mix.
- Ensure strong asset quality by maintaining a healthy Non-Performing Loan (NPL) ratio.
- Ensure the achievement of targeted return on equity and ensure overall financial sustainability.
- Maintain strong internal controls to prevent fraud and operational losses.
- Enhance excellent customer service and continuously enhancing the customer experience.
- Ensure full compliance with regulatory requirements, external and internal audit standards and outcomes.
- Foster a compliance-driven culture, ensuring adherence to industry and corporate governance standards.
- Drive retail banking growth, increasing customer deposits across branches.
- Develop innovative financial solutions that align with evolving customer and market needs.
- Strengthen the institution's brand positioning through targeted marketing initiatives and customer engagement.
- Promote digital banking and alternative delivery channels.
- Expand the bank's strategic presence within targeted market segments, with a strong focus on SME and mid-corporate banking, to drive sustainable growth and competitive differentiation.

- Responsible for developing and aligning human resources, capital, and infrastructure with the institution's strategic objectives to drive long-term growth.
- Drive brand positioning and market visibility, leveraging CRM strategies, marketing campaigns, and customer engagement initiatives to strengthen the bank's presence.
- Foster a high-performance culture through training, mentorship, and leadership development
- Implement training and development programs to build leadership capabilities.
- Implement talent retention strategies to minimize staff attrition.
- Embed the institution's core values and corporate culture across all levels.

Academic / Professional Qualifications and Experience:

- A bachelor's degree in a relevant business field from a recognized and accredited university.
- A master's degree in a relevant business field will be an added advantage.
- Professional qualification in Banking and Finance is preferred.
- A minimum of fifteen (15) years of experience in management, with at least twelve (12) years in senior leadership position within a bank or financial institution.
- Proven ability to align business strategy with financial performance to drive sustainable growth and innovation.
- Strong expertise in regulatory compliance, risk management, and corporate governance.
- Extensive experience in cost management, profitability optimization, and operational efficiency.
- Experience in stakeholder management, with a proven ability to build and strengthen relationships.
- Excellent problem-solving and decision-making abilities, with a strong capacity to analyze issues and make timely and sound decisions.
- Possess excellent interpersonal, communication, and influencing skills, with a focus on achieving results and successful outcomes.
- Strong leadership skills with demonstrable experience in team building, coaching, mentoring and ability to work collaboratively with others.

If your career aspirations match this exciting opportunity, Please send your application for your consideration to this email: hrrservices@kpmg.co.ke quoting 'Managing Director' by 25 April 2025.

Please note that only shortlisted candidates will be contacted.