BOB

EMPLOYMENT OPPORTUNITY

Bank of the Bahamas Limited, the institution of first choice in the provision of financial services, seeks to identify suitable candidates for the position of:

Assistant Manager, Sales
New Providence Branches

Key responsibilities:
- Reviewing the investigations and credit applications of the retail team, according to approval limits/conditions and in accordance with standard Bank policies;
- Authorizing applications within standard Bank policies and limits and forwarding out of policy/over-limit applications for review and adjudication;
- Ensuring retail collateral is completed/executed/lodged in accordance with standard Bank policies/procedures
- Responsible for Managing Branch loan portfolio;
- Facilitating weekly sales meetings to reward and acknowledge positive results, communicate the weekly focus, review the week's goals and priorities, skill-build and share best practices and successes;
- Ensuring that all sales staff have goals and understand and accept the importance of goal setting and actively measure sales activities and results;
- Working with the sales team to manage workloads
- Identifying prospective customers by asking for referrals from existing satisfied customers;
- Initiating outbound calls to expand existing customer relationship
- Contributing to the overall effective delivery of customer service
- Helping to develop and train the sales team

Minimum Requirements:
- Associates Degree in a Business Area or ABIFS Certificate
- 3 years banking experience
- In-depth knowledge of the bank's policies and procedures
- Knowledge of AML and Compliance procedures
- Strong supervisory skills
- Strong interpersonal skills
- Ability to work as part of a team
- Good analytical skills

Benefits include: Competitive salary commensurate with experience and qualifications; Group Medical (includes dental and vision) and life insurance; pension scheme.

Interested persons should apply no later than **February 28th, 2022** to:
Email: hr.apply@bankbahamas.com