

Business Development Manager and Officer – Tijaara Finance (Islamic)

Hiring organization
Tijaara

Description

About Tijaara

Tijaara Finance is the first Microfinance Institution in Kenya that offers a full suite of Shari'ah Compliant products and services. Every Tijaara product goes through the process of Shari'ah compliance certification by the Shari'ah Supervisory Board and is developed in line with the principles of Islamic Law. They are based on risk- and profit-sharing, fixed prepayment rates, and transparency aiming to safeguard social welfare and justice.

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.

Date posted

June 13, 2023

Valid through

17.06.2023

Responsibilities

Grow a quality facility portfolio in education and business sectors across the country.

Manage branch relationship officers.

Uphold transparency to clients on the facility 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 facility appraisal (financial analysis, repayment capacity, tenure, collateral etc.).

Evaluate facility proposals and applications rapidly to ensure that facilities are processed within Tijaara Finance Turnaround Time (TAT)

Three years and above experience from either a Commercial or Microfinance Bank.

Diploma or Degree in business or marketing related field.

A resident of Nairobi.

Sound understanding of market economic conditions and sharia compliant finance.

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.

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 17th June 2023**. Only shortlisted candidates will be contacted. For more information, visit www.tijaara.co.ke.