

## EXTERNAL JOB ADVERTISEMENT

Job Ref no. HR/045/2017

**Position Title:** - Manager, Prepaid and Debit Cards

**Available Positions:** One (1)

**Division:** Retail Banking Division

**Reporting to:** Head Card services

### **Position scope:**

The successful candidate will be responsible for issuing Debit and Prepaid Cards as per the budget allocation while ensuring that the card products are competitive, profitable and functioning in line with customer value proposition. He / she will be required to manage third party relationships e.g. vendors, Visa etc through tracking card products and processes.

### **Key Responsibilities**

- Develop new products, drive card acquisition and marketing plans in line with the card business strategy.
- Optimally drive growth in new card customer acquisition and usage.
- Define, plan & execute card product enhancements to promote issuance and usage.
- Engage key retailers and strategic partners to drive Debit and Prepaid sales as well as card utilization through their outlets.
- Oversee relationship management of high net worth card customers, institutions and third parties involved in offering the card product to the customer.
- Manage card product sales presentations and trainings within and without the bank.
- Develop and agree on key KPIs for each card product, measure result against KPI and develop action plans to address shortfalls.
- Manage projects on the roll out of new Debit and Prepaid card products.

### **Skills & Experience**

- Undergraduate degree from a recognized University.
- MBA will be an added advantage
- 5 years banking experience of which 2 must have been in a supervisory role.
- Minimum 3 years experience in specific industry expertise in payments, cards and/or card loyalty, both operationally and strategically
- Must have thorough knowledge of payments, the payments industry and related technologies

- Demonstrate hands on experience on card product development.
- Strong background in product development and roll out, partner relations and change management.
- Excellent communication skills, interpersonal and team management skills.
- A good comprehension of the Card's Regulations from a local and international standpoint.
- A thorough knowledge of Small Medium Enterprise (SME) Products, Retail Banking products and services, and extensive Banking Industry knowledge.

**How to Apply:**

Send your CV and application letter showing how you meet the role requirement stated above to: [Recruitment@nationalbank.co.ke](mailto:Recruitment@nationalbank.co.ke) by **25<sup>th</sup> August 2017**.

Please note that applications received after the deadline will not be considered.

Only shortlisted candidates will be contacted for the next stage/s of the process.