

# VICE PRESIDENT PERSONAL & BUSINESS BANKING



First Global Bank, a wholly owned subsidiary of the GraceKennedy Ltd. Group of Companies, is a commercial bank operating in Jamaica offering local and international clients the widest array of banking products and services available under one roof. The Bank operates from seven branches located in New Kingston, Liguanea, Manor Park, Downtown Kingston, Ocho Rios, Mandeville and Montego Bay.

First Global Bank (FGB) is seeking to recruit a **Vice President Personal & Business Banking**.

## The Role

The successful candidate will report to the Senior Vice President, Personal and Business Banking and will be integral in designing and implementing strategic programmes aimed at optimising the sales capacity of the Bank, namely product development/enhancement and channel and client relationship management. The Vice President Personal & Business Banking will be responsible for the following areas:

- ▶ Leading and directing the Branch Managers to ensure efficient branch operations, quality service delivery and compliance with regulatory requirements.
- ▶ Overseeing the development of operational guidelines for smooth branch operations and flow.
- ▶ Developing financial objectives for the sales team geared towards the achievement of branch targets.
- ▶ Managing the growth of the deposit, loan and credit card portfolios; reviewing rates and recommending changes.

## The Candidate

The Vice President Personal & Business Banking should possess:

- ▶ Demonstrated leadership skills with the ability to create and build effective teams..
- ▶ Strong interpersonal and communication skills to inspire the Bank's vision for sustained growth.
- ▶ Confidence to direct the operations of the Bank and make sound recommendations for growth and expansion.
- ▶ An MBA in Business Administration with at least 10 years' management experience in a financial services organisation including 5 – 10 years of financial/business analysis, credit risk analysis or project/product/process management in retail banking.

**Candidates who are interested in this challenging career opportunity should send their Curriculum Vitae to [careerpath@caribbeancatalyst.com](mailto:careerpath@caribbeancatalyst.com) no later than April 10, 2017.**



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