



GENERAL

Job Title: Commercial Partnerships and Ecosystem Development Manager

(Job Ref: Commercial/10/2025/01)

Reports to: Head of SME

Department/Division: SME Banking

No. of Vacancies: 1

BASIC PURPOSE:

Responsible for leading the development and execution of strategic commercial partnerships and ecosystem initiatives that drive business growth, innovation, and market expansion. The role focuses on identifying, negotiating, and managing partnerships across sectors, while fostering a collaborative ecosystem that enhances value creation for the organization and its stakeholders.

Coordinate all ecosystem lending initiatives across all the business functions i.e., Branches, Segments, Product Heads, Digital Lending and Credit Risk to ensure that the Ecosystem Strategy is effectively implemented and executed within the trade and investment sector.

MAIN DUTIES & RESPONSIBILITIES

- Provide leadership for Banking and growing the ecosystem for key Anchor Client relationships to deliver cash management and trade services implementations, by following established processes.
- Ensure that all the Ecosystem Anchors/ Sub-anchors within their portfolio are onboarded
- Ensure continuous engagement with the Anchors/ Sub-anchors on performance of the downstream actors
- Establish collaboration and regular engagement between Segments in ring fencing collections and payments within the bank
- Actively update and monitor the deal pipeline for growth. Enable business to measure impact and value derived from the revenue.

- Ensure regular communication updates for ecosystem implementations with internal partners and clients (utilizing meeting minutes, Action plans).
- Maintain adequate pricing of Trade and Cash Management products on a revenue/expense basis and ensure full collection of fees and commissions, whilst growing this revenue line for Revenue maximization.
- Identify areas of improvement for existing products and processes and make recommendations.
- Develop and continually expand the target market of Trade and Cash Management products, provide Training and coaching and work actively with Relationship managers, Treasury, IT & operational personal and Business Banking.
- Single point of contact for the client during the implementation phase of ecosystem sales mandates.
- Overall reporting for all the Ecosystem Banking business across the region and segment end to end
- Follow up on continuous product innovation to ensure competitiveness backed by market trend analysis/research
- Engaging reputable and credible Anchors/Sub-anchors who are willing to partner with the Bank in supporting their downstream actors (Distributors/ Wholesalers/ Retailers/ Dealers/Stockists) who qualify and are eligible for loans as per the banking underwriting standards.

QUALIFICATIONS, SKILLS AND EXPERIENCE

QUALIFICATIONS

- A Bachelor's degree in any business course

SKILLS

- Proven track record of successful partnership development and execution
- Strong understanding of commercial models, contract negotiation, and stakeholder management.

- Strategic thinking and analytical skills.

- Excellent negotiation and relationship-building abilities.
- Strong communication and presentation skills.
- Entrepreneurial mindset with a collaborative approach.
- Ability to manage multiple projects and stakeholders in a fast-paced environment.
- People management skills
- Credit analysis
- Good knowledge of trade, supply chain, and cash management products.
- Good knowledge in Trade and cash management.
- Knowledge of Bank systems and Products are an advantage.
- A good team player able to work under minimum supervision- Self-drive and initiative. • Strong selling and negotiation skills
- High-level of integrity.
- Strong interpersonal skills.
- Strong credibility with key stakeholders i.e., Risk, relationship managers, Business Operations.
- Sharp commercial focus, analytical mindset, consultative engagement style, innovative problem-solving approach, and strong achievement orientation.
- Adoptive Leadership style to navigate fast changing environment

EXPERIENCE

- At least 10 years working experience in a financial institution with a wide knowledge of the various banking sectors and segments