

VACANCY

The Development Bank of Jamaica (DBJ) invites applications from suitable applicants for the position of:

GENERAL MANAGER, CREDIT ENHANCEMENT FUND

This position is responsible for the achievement of revenue, intermediary and client satisfaction, creating strategic objectives for the Credit Enhancement Fund's (CEF) product, and driving utilization of the Portfolio Limit.

PRINCIPAL DUTIES & RESPONSIBILITIES:

- a) Lead product/brand management process, ensuring product demand, revenue and investment achievements are met.
- b) Lead the CEF's new client and new business acquisition processes to create leads and to convert these leads into real demand, investment and revenue, working through our AFI's.
- c) Manage intermediary engagement process to drive demand, investment and revenues through the financial intermediaries; ensuring that the CEF enables investment capacity, investment, jobs, new investors and revenues.
- d) Consistently review the CEF's rationalization process to expand client offerings and to improve profit margins.
- e) Coordinate the administration of the Fund to ensure that it operates in keeping with its approved policies and guidelines.
- f) Ensure periodic appraisals and audits are carried out on financial institutions and sub-borrowers.
- g) Analyse and disseminate aggregated information collected from the AFIs in helping them enter new/underserved MSME sectors and geographic areas.
- h) Monitor exposures of portfolio to ensure actual performance is consistent with approved limits and loan structures
- i) Monitor appraisal and due diligence on AFIs submitting applications for Portfolio Limits to ensure that the AFI's processes are adequate for allowing a DBJ/CEF Portfolio Limit.

The required minimum qualifications, experiences, and attributes are:

- Master's in business administration or finance with emphasis on investments, insurance or credit
- Certificate in Sales and Marketing
- Certificate in Project Management and Appraisal
- Proficiency in MS Office – particularly Excel/Power Point/Word
- Knowledge of Investment/development Banking products, services and processes
- Extensive knowledge of the local financial environment particularly as it relates to the MSME sectors
- Strong analytical and decision-making skills for appraising projects and making recommendations.
- The ability to interact and communicate with people of all socio-economic background, in both oral and written formats.
- The ability to inspire, motivate and provide leadership to Staff.
- Eight (8) years' related work experience in Development Banking or Insurance with at least three (3) years at a senior level

Qualified applicants are invited to submit their applications by **July 18, 2024**, to:

MANAGER, HUMAN RESOURCE
EMAIL: dbjcareers@dbankjm.com

Please note that only short-listed applicants will be contacted.