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VACANCY: NEDBANK GROUP – BUSINESS DEVELOPMENT CONSULTANT

NEDBANK CLUSTER: NEDBANK WEALTH

NEDBANK SUBDIVISION CLUSTER: WEALTH MANAGEMENT

BUSINESS UNIT: NEDGROUP TRUST

LOCATION: UMHLANGA ROCKS, DURBAN, KWAZULU-NATAL

CLOSING DATE FOR APPLICATIONS: 30 NOVEMBER 2015

JOB PURPOSE:

To manage relationships with intermediaries, create awareness of products and promote Nedgroup Trust to acquire new business.

KEY PERFORMANCE AREAS:

Implement a delivery plan

- Conduct research and analysis to understand market trends and competitors to identify threats, new entrants and opportunities.
- Create consistent delivery plans to identify focus areas for regions based on needs and market intelligence aligned with the business development strategy.
- Present the structured plan to the business development manager and regional manager for review and signoff to ensure consistency and resource availability.
- Implement the signed-off delivery plan through own and Nedgroup Trust resources to deliver on business strategy.
- Facilitate adherence to process between intermediaries and internal approvers to ensure signoff of appropriate documentation to mitigate risk.

Manage relationships

- Interact with intermediaries regularly through attendance of area meetings and proactive branch visits to maintain and strengthen relationships.
- Obtain feedback regarding service delivery and products, address intermediary concerns and refer actions to appropriate designated person and business development manager to ensure improved service delivery.
- Apply sound technical knowledge and offer differentiated service aligned with intermediary needs to display value-add to the intermediary to maintain and strengthen relationships to generate leads.
- Attend area collaboration forums to work in collaboration with internal Nedbank Group clusters to promote Nedgroup Trust, create a shared understanding of areas for possible synergies, identify new opportunities, agree on targets and leverage off internal leads to grow our client base within Nedbank Group.

- Build and maintain relationships with internal Nedgroup Trust teams through regular interaction to improve internal support.
- Share regional monthly statistics with agreed intermediaries through agreed channels to ensure intermediaries receive regular feedback on performance against targets.

Achieve financial targets

- Promote Nedgroup Trust to stakeholders to obtain agency estates and increase new signed wills to increase net interest revenue (NIR).
- Promote Nedgroup Trust to stakeholders to increase volume of testamentary and inter vivos trusts to increase assets under management (AUM).
- Grow safe custody fees through relationship management and education of intermediaries to grow NIR.
- Identify and source leads; and refer to appropriate stakeholders to grow our client base, NIR and AUM.

Promote Nedgroup Trust

- Train and educate intermediaries on product offering and benefits for them to create awareness of Nedgroup Trust product offerings, improve quality of administration and increase client base.
- Train and educate internal Nedbank Group stakeholders through presentations to create awareness and identify opportunities for lead referrals.
- Identify training needs of intermediaries through interaction with them to improve service quality.
- Adhere to agreed information and communication standards in presentations and electronic communication to ensure message consistency.

Manage self

- Review Nedbank and business unit plan and ensure delivered systems, processes, services and solutions are aligned to support the achievement of the business strategy, objectives and values.
- Share professional knowledge by providing input and guidance to the application of methodology and management information so that buy-in is obtained, and approved methodologies and processes are applied by stakeholders.
- Identify training opportunities and career progression for self through input and feedback from management to improve personal capability and to stay abreast of developments in field of expertise.
- Ensure all learning curriculum activities are completed within specified timeframe to ensure personal growth and enable effectiveness in performance of roles and responsibilities.

Manage transformation and change

- Participate in Nedbank culture-building initiatives (eg surveys), contributing to a culture conducive to the achievement of transformation goals.
- Participate and support corporate responsibility initiatives for the achievement of business strategy (eg Green Strategy).
- Seek opportunities to improve business processes and systems by identifying and recommending effective ways to operate and adding value to Nedbank.

ESSENTIAL QUALIFICATIONS

- BCom degree

PREFERRED QUALIFICATIONS

- Postgraduate relevant business degree

JOB-RELATED EXPERIENCE

- Experience in the trust environment

TECHNICAL COMPETENCIES

- FICA and FAIS knowledge
- Ethics management
- Microsoft Office and internet
- Governance risk
- Verbal communication
- Nedbank system and products knowledge
- Service level agreement management
- Wills

BEHAVIOURAL COMPETENCIES

- Adaptability
- Resilience
- Empathy
- Excellence-oriented
- Client service
- Client-centred
- Building relationships
- Networking
- Living the values
- Influence
- Formal presentation

EQUITY STATEMENT

Preference will be given to applicants from designated groups in line with Nedbank's policies.

REMUNERATION

Remuneration will be market-related and commensurate with experience.

Should you meet the above requirements, please email your CV to veronicaj@nedbank.co.za.