



ADVERTISEMENT FOR VACANT JOBS

The Microfinance Support Centre Limited (MSC) was incorporated in 2001 as a company limited by guarantee, as part of GOU's effort to promote access to affordable financial services for increased employment and wealth. The company offers affordable finance through its network of 13 regional offices spread throughout the country as well as through its networks of over 160 Agency SACCOs. It gives priority financing to enterprises in the agricultural value chain namely: production, value addition and marketing. Besides credit, MSC provides capacity building to its clients including SACCOs, Groups and Cooperative Unions to enable them enhance their sustainably.

Following the process of corporate renewal that the Company is undertaking, MSC seeks to recruit suitably qualified and highly skilled persons with integrity, energy and a strong passion to create wealth and have a real impact on the lives of active poor Ugandans. MSC, therefore, wishes to fill the following vacant position(s) in its establishment.

Position: Regional Manager (1)
Reports to: Head Business Development Services

Purpose:

To provide technical support to designated zones in building their clients and institutional capacities to access MSC Products and Services, develop sound relationships, and adhere to workflow processes and procedures for the enhancement of growth of MSC products and services portfolio.

Key Result Areas:

1. Promote customer service relationships to attract, retain and ensure client loyalty.
2. Drive business growth and development of MSC's Products and Services in the market.
3. Monitor business portfolio to avoid non-performing assets/investments within the region.
4. Promote/create awareness to position the MSC brand of products & services within the region.

Key Accountabilities /Key Tasks:

1. Creates customer relationship management in the region to ensure client attraction, retention and loyalty to MSC products and services.
2. Drives business growth & development of MSC's Products and Services within the region.
3. Disseminate information within the region on the prospects of market trends, risks and opportunities to maximize & sustain revenue.
4. Promotes and maintains the highest standards of client service relationships within the region to maintain existing and attract new business from targeted customers.
5. Monitor the regional business portfolio within agreed risk parameters at all times to ensure quality assets/investments
6. Translates MSC strategy into processes that nurture and sustain new business relationships within the region to grow & spread MSC products and services
7. Analyse the performance of the Zonal Managers, and client portfolio and provide updates to management
8. Grow business portfolio both in quantitative & qualitative terms in the respective regions.
9. Manage the performance and development of Zonal Managers and support them to meet the set targets.



10. Establishes within the region an effective Sales Information System/database of clients and competitors.
11. Undertake to conduct sales research on competitors, analyse current and future services within the region
12. Reviews clients / institutional appraisal reports within the region and provides technical advice management to facilitate eventual approval and disbursement.
13. Participate in the negotiations with selected clients seeking MSC products and services
14. Undertake regional periodic supervision of clients to ensure compliance with company policies and procedures and compile periodical performance reports of the respective regions.
15. Manage the provision of Business Development Services to clients within the region.
16. Prepare periodic work plans, budgets and status reports of the region for submission to the Head Office.
17. Identify the various operational risks from the respective regions and provide mitigation measures.
18. Perform any other responsibilities as assigned by the supervisor

Qualifications and Experience:

- Honours degree in any of the following fields; Business Administration, Economics, Statistics, Commerce and Development Finance or any other related discipline from a recognized university/institution.
- Master's degree in Economics, Business Administration Commerce, Microfinance or any other related field from a recognized University / Institution.
- Possession of a Certificate Qualification in business development services, sales, marketing products and services as well as training or capacity development services will be an added advantage.
- Possession of relevant professional qualifications will be an added advantage specializing in capacity development services, Business Development, Sales and Marketing Management or Certificate in product and sales services management.
- Experience in delivering large Government development programs is a unique advantage.
- Eight (08) years of progressive working experience in credit operations in a financial services sector or related field with at least 4 years of related work experience at the middle management level.
- Membership in a financial services sector professional body will be an added advantage.
- Possession of relevant computer skills is a must.

Competencies/Person Specifications:

- Ability to demonstrate excellent managerial skills.
- Ability to demonstrate a good understanding of Microfinance / financial institution management.
- Ability to demonstrate analytical skills, clear decision-making ability and highest standards of integrity.
- Ability to demonstrate objectivity and impartiality with concern for accountability and achieving results.
- Ability to work under pressure with tight deadlines.
- Ability to build and manage diverse teams.



- Ability to identify problems, obstacles and opportunities and initiate action or make recommendations.
- Ability to further the development of others
- Ability to generate new ideas, develop creative approaches anticipate and lead change.

Candidates with the requisite qualifications and experience should send their applications with detailed Curriculum Vitae together with copies of certified academic certificates with at least 3 referees in properly sealed envelopes to the address given below clearly stating the job title applied for on the top right-hand corner, to be received no later than **15th March 2024 at 05:00 pm**. Applicants are encouraged to submit their job applications earlier before the closing date. Shortlisted candidates will be informed of the status of their applications by March 25, 2024.

Job Applications should be addressed to:

The Recruitment Specialist
The Microfinance Support Centre Limited,
Plot 32, Nakasero Road
P.O. Box 33711 KAMPALA

At the point of submission of the job application, applicants will be required to fill out a Job Application Summary Form. MSC is an equal opportunity employer and is open to a transparent recruitment process. Any form of lobbying /canvassing for support will lead to the automatic disqualification of the concerned candidate. Submission of falsified academic documents and/ or false information regarding their experience and qualifications will lead to automatic disqualification and possible prosecution.