



EFKen Leasing

Zana za Biashara

BRANCH MANAGER - JOB DESCRIPTION

Today's Date	25/02/2025
Job Title (HR Role)	Branch Manager
Reporting to	Head of Operations (HoO)
Department	Operations
Location	Nairobi
End of Application	05/March/2025

JOB DETAILS:

EFKEN is a reputable Financial Leasing Company based in Nairobi with branches across the country, dedicated to helping SMEs and farmers to grow. EFKEN is part of a pan-African leasing company, with businesses in Mauritius and Kenya, Zambia as well as Tanzania.

The nature of the business is based on tripartite arrangement, which means it involves a customer, equipment supplier and EFKEN. The customer identifies the type of equipment they want to buy from the supplier, then deposits a down payment to EFKEN and EFKEN pays the suppliers. Hence the equipment on its own is the collateral. EFKEN is pushing the boundaries in financial leasing. In principle we finance various equipment, including agricultural equipment, transportation, construction, and other specialized equipment.



EFKen Leasing

Zana za Biashara

Overview

Branch Manager shall be responsible for driving investment performance in their location, overseeing and guiding the local investment team and ensuring the effective functioning of the local office.

Job Description

- Work with HOO to set realistic local investment volume and performance targets and an appropriate budget to deliver these targets.
- Recruit, train, and mentor a local investment team including both appraisal officers, monitoring officers, sales agents' office administrators and office attendants, with the support of HQ.
- Line-manage local investment team to deliver to investment volume and performance targets.
- Oversee customer acquisition Manage investment appraisal and monitoring processes
- Manage non-performing loans and Repossessions.
- Work on the resale of the repossessed equipment.
- Instill a high quality of customer service and disciplined investment management across the investment team
- Support in performance management, by providing input and feedback on formal and informal reviews of all staff and taking part in discussions for their promotion and pay level changes.



EFKen Leasing

Zana za Biashara

Skills and Qualifications;

- i/ Experience: At least 5 years in a banking institution or related field, with at least 2 years in a senior role.
- ii/ Education Level: Degree from a reputable university
- iii/ Skills: Computer skills, communication skills, financial analytic, Management skills
- iv/ Knowledge of: Mathematics, Business Appraisal and SME Financing

HOW TO APPLY

1. Interested candidates should submit their letter of application, updated CV with three referees and their contact details, academic and professional certificates in PDF format in a single attachment.
2. All applications should be channeled to the web portal not later than 05th March 2025.
3. The applicants should clearly state the job title applied for in the subject line of the email.