

## YAKO BANK

Yako Bank (U) Limited was incorporated in the Republic of Uganda in 2010 and licensed as a Credit Institution by Bank of Uganda in 2020. In September 2015, Yako got its license to operate as a deposit taking institution and started operations under the name Yako Microfinance (U) Limited. It upgraded to a Credit Institution in 2020 and was licensed to operate as Yako Bank (U) Limited. Yako Bank is owned by different shareholders and has been licensed by Bank of Uganda to provide savings and lending products to different clients.

In order to meet the needs of its growing customer base, the Bank is seeking to recruit dynamic, self-motivated, result oriented professionals to fill the following position;

### **1. Business Development Supervisor**

This position reports directly to the Managing Director and it will be based at Head Office

#### **Role of the Job:**

To identify and cultivate strategic partnerships with key stakeholders, including potential customers and business partners. This role oversees the product development and sales teams to enhance the Bank's product awareness, strengthen its corporate image, and drive business growth. By implementing effective business development initiatives, the Manager ensures the achievement of the Bank's profitability objectives while expanding its market presence.

#### **Key Result Areas:**

- Conduct market research and promote Yako's products and services to enhance brand awareness and customer engagement.
- Assist in budget planning and monitor sales department expenditures in alignment with Yako's policies and procedures to optimize profitability.
- Contribute to the design and development of new product and service concepts, ensuring timely submission for review.
- Monitor and analyze the performance of the marketing team by evaluating sales reports, management accounts, and customer database insights.
- Regularly update Yako's product and service portfolio to reflect new features, benefits, and requirements in line with the departmental work plan.
- Facilitate staff orientation on behalf of the sales and marketing department to ensure comprehensive knowledge of Yako's products and services.
- Compile relevant information for the development of marketing and promotional materials, including brochures, leaflets, posters, user guides, and product packs.
- Train Yako's staff and service providers on product knowledge to drive uptake and improve market penetration.
- Enhance Yako's profitability by diversifying product portfolios and expanding market reach.
- Research and evaluate potential business locations for the establishment of new branches or retail outlets.
- Identify and develop funding proposals while implementing projects supported by strategic partners.
- Lead the sourcing, prioritization, and execution of strategic alliances and partnerships, aligning with the Bank's ambition.
- Deploy industry expertise to develop effective partnership strategies and implement deals and initiatives to drive the Bank's growth objectives.
- Collaborate with internal stakeholders including Business segments, Change and Digital Transformation, IT, MIS, Credit, Marketing, and Senior Management, to ensure seamless integration and execution of strategic partnership deals and related initiatives.
- Develop and manage initiatives to drive growth and utilization of funding lines sourced from various development partners.

- Lead the product development process for new to bank solutions and ensure end to end testing and maintenance of required documentation.
- Identify and track funding prospects as they arise and maintain the appropriate tracking tools as per stakeholder requirements.
- Present monthly performance reports to Senior management on identified opportunities and areas for further promotion or betterment.
- Support Senior management to deliver a high-quality business development culture within the Bank, in an aim to deliver superior client solutions.

## **Required Competencies**

- Bachelor's degree in Statistics, Finance, Accounting and other Business-related degrees.
- Relevant Practical training in banking
- Relevant practical training in research
- At least 5 years' experience in influencing and managing partners and structuring and negotiating complex agreements.
- Strong strategic perspective with the ability to influence teams internally, as well as drive solid external relationships.
- Good experience in product and financial performance management.
- Customer-focused, resourceful, and comfortable with making critical decisions in a fast-paced and ambiguous environment.
- Good grasp and interpretation of industrial and national economic trends.
- Knowledge of licensing and intellectual property is a plus.
- Business oriented – always on the lookout for growth opportunities.

### **▪ Applications:**

Suitably qualified candidates should address their application to Human Resource & Administration Manager, Yako Bank, Forest Mall Lugogo, Kampala, Uganda, and email it to hr@yakobank.com as well as photocopies of academic qualifications, and a CV. The CV should include telephone contacts and email addresses of three referees, one of who should be the most recent employer.

Closing date for submission of the applications is **November 12, 2025**. *Only shortlisted candidates will be contacted.*

**Please note that in line with the Bank procedures, no job offers are made online.**