

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;

Branch Business Coordinators

Number of Positions: 4 (Four)

This position reports directly to the Business Development Supervisor/Branch Manager and it will be based at the branch.

Role of the Job:

To drive branch business growth by identifying new business opportunities, promoting the Bank's products and services, coordinating sales initiatives, and strengthening customer relationships. The role supports achievement of branch profitability, portfolio growth, and customer acquisition targets in line with the Bank's strategic objectives.

Key Result Areas:

- Conduct market research within the branch catchment area to identify growth opportunities.
- Promote Yako Bank's savings and lending products to enhance customer acquisition and retention.
- Drive deposit mobilization and loan portfolio growth in line with branch targets.
- Support implementation of sales and marketing campaigns to enhance brand visibility.
- Monitor branch sales performance and submit weekly and monthly reports to the Business Development Supervisor.
- Support rollout and promotion of new products and services at branch level.
- Coordinate branch marketing activities including activations, community outreaches, and partnerships.
- Build and maintain strong relationships with SMEs, corporate clients, SACCOs, and community stakeholders.
- Train and orient branch staff on product features, benefits, and cross-selling strategies.
- Identify potential new business opportunities and provide recommendations for growth.
- Ensure compliance with Bank policies, procedures, and regulatory requirements in all business activities.

Required Competencies

- Bachelor's degree in Business Administration, Marketing, Finance, Statistics, Accounting, or a related field.
- Practical training in banking, sales, or marketing.
- At least 3 years' experience in banking, sales, or business development.
- Strong relationship management and negotiation skills.
- Good understanding of banking products and financial performance indicators.
- Analytical and reporting skills.
- Customer-focused, proactive, and results-driven.
- Good knowledge of local market dynamics and economic trends.
- Ability to work under pressure and meet performance targets.
- Strong interpersonal and communication skills.

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 in **one document (Word/PDF)**. 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 **February 28th, 2026**. *Only shortlisted candidates will be contacted.*

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