

Job Designation: Relationship Manager

Operations Industry: Financial Services

Location: TBA

Department: Sales

Date of Joining: Immediate

Background

We believe that education teaches us to learn. This is a transformative process and experience for every child. Our ambition is to ensure access to world-class education, so that a confident, compassionate and clear-thinking young adult passes out from school, ready to realize his or her full potential. With more than 15 million school-going population, around 40%- 50% of the enrolled children prefer private schools over government schools, and this trend is increasing yearly. ED Partners Africa works with entrepreneurs who have launched schools, tuitions, training centers, or other educational activities focused on Kenya's underserved population. By providing access to world-class education innovations and resources, ED Partners Africa helps these entrepreneurs transform their learning environments and outcomes and expand their enterprise to better serve more students. Access to capital is one of the most important requirements of school owners for addressing this gap. Money is needed to build additional classrooms, purchase desks, and computers, set up labs and libraries, etc. Unfortunately, most of private schools find it very difficult to raise money from formal sources. ED Partners Africa will aim to fill this gap by providing secured and unsecured loans to private schools serving the low-income population to improve the school quality and infrastructure.

Job Description

ED Partners Africa is looking for seasoned Sales and Relationship Management professionals to be a part of a dynamic, motivated, and highly productive frontline sales team. We promise a lively and fun work environment with lots of opportunities to learn and grow. The candidate would be required to identify schools and other educational institutions for borrowing loans and achieve business targets for the company.

The candidate will also be required to handle the relationship with the client's school even after the loan has been disbursed. Additional areas of responsibilities would include verification of KYC documents and customer profile, preparation of loan proposal documents, understanding and presenting basic credit profile and analysis of the customer, supporting post-approval documentation and processing, collection of overdue, understanding, and processing of reports, and providing market intelligence information. The ideal candidate would be a high achiever, an expert in sales, having spent 2-3 years in the sales of financial services, excited about working with affordable private schools, fluent in English and Kiswahili, and well versed with the local geography of Nairobi.

Specific Responsibilities:

- 1) Visit schools and other educational institutions and achieve business targets of loans disbursed.
- 2) Build a long-lasting relationship with clients.
- 3) Manage the entire loan documentation including mortgage/security creation.
- 4) End-use verification of loan
- 5) Cross-sell other products rolled out from time to time to the schools.
- 6) Assist in the collection of overdue payments and ensure that the portfolio remains high in quality.

Preferred Profile:

- 1) Experience: High performer with 2-3 years experience in Sales in Financial Services/Education/MFI/Mortgages/SME loans / Insurance.
- 2) Knowledge of English and the local language.
- 3) Good communication skills
- 4) Working knowledge of computers
- 5) Diploma from a reputed institute
- 6) Passion for schools
- 7) Team player