

**JOB PROFILE**

<b>Position Title:</b>	Head, Corporate & Commercial Banking
<b>Available position/s:</b>	1
<b>Division:</b>	Retail Banking
<b>Department:</b>	Islamic Banking
<b>Location:</b>	Head Office
<b>Reporting to:</b>	Head, Islamic Banking
<b>Job Reference No:</b>	NBK/RET/18/2026

**Position Scope:**

This position is responsible for developing and Implementing Strategies to drive business growth, profitability and compliance with shariah principles while delivering exceptional relationship management and innovative financial solutions to Islamic banking Corporate and Commercial clients.

**Key Responsibilities:**

- Develop and implement corporate banking strategy for Islamic banking aligned with overall bank objectives and shariah principles
- Drive acquisition and management of large corporates, multinationals and public sector clients through shariah compliant solutions.
- Develop and roll out competitive Islamic corporate finance products e.g. Trade finance products, deposits and investment products.
- Achieve revenue, profitability and balance sheet growth while maintaining Asset quality.
- Build and sustain long term client partnerships, while delivering on tailored Islamic banking solutions.
- Ensure efficiency in processes, client onboarding and service delivery within the Islamic corporate banking.
- Ensure prudent credit assessment, portfolio monitoring, and adherence to Shariah and regulatory requirements.
- Manage the loan book and maintain the non-performing portfolio to bare minimum as per industry's best practice.
- Liaise with regulators, Shariah Advisory boards and industry players to position the bank as a leader in Islamic Corporate & Commercial banking.
- Represent the bank in corporate Islamic finance forums and promote awareness of Shariah -compliant solutions.
- Lead, mentor and develop a high-performing corporate banking team with strong Islamic finance expertise.
- Any other duties as may be assigned by Management from time to time.

**Education/Professional Qualifications, Skills & Experience:**

- Bachelor's Degree in a Business-related discipline.
- Master's degree in a Business-related field from a recognized University is an added advantage
- Professional certification in Islamic Banking, AKIB/ACIB, CFA and ACCA will be an added advantage.
- 8 years in banking sales, service, relationship management or operations within the Financial Services Industry of which at least 4 years in a leadership position.
- In-depth knowledge of Islamic banking principles and Sharia'h compliant corporate products.
- Proven leadership in corporate banking/business development.
- Strategic thinking, negotiation and relationship Management skills.
- In-depth understanding of credit risk and corporate financing structures.
- Product Development
- Risk Management
- Quality of loan Book
- Insurance Business
- Customer Experience Scores
- Staff Engagement Scores Excellent leadership, interpersonal & team management skills.
- Project Management skills

**How to Apply:**

- Send your CV and application letter showing how you meet the role requirement stated above to: [Recruitment@nationalbank.co.ke](mailto:Recruitment@nationalbank.co.ke) by **Friday, 10<sup>th</sup> April 2026**
- Indicate Name of Job on email subject.
- Please note that applications received after the deadline will not be considered.
- Only shortlisted candidates will be contacted for the next stage/s of the process.