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**DATE ADVERTISED: 11 MARCH 2020**



## **VACANCY**

### **SENIOR MANAGER: FUNDING GRADE 17 (Total Cost To Company)**

To provide structured financial solutions to SMMEs through the relevant ECDC product offerings that seek to achieve the required internal rate of Returns.

#### **KEY DUTIES AND RESPONSIBILITIES**

The Key Performance Areas will encompass:

##### **Initiate and Implement structured financial support solutions to accelerate economic development**

- ❖ Initiate and implement relevant structured financial solutions in line with the strategy of the Corporation.
- ❖ Identify, evaluate and review industry and sector specific financial programs as well as relevant funding opportunities and align with ECDC funding model.
- ❖ Benchmark with financial institutions best practice
- ❖ Analyse client's needs and respond with structured financial solutions
- ❖ Manage and monitor the loan proposal and origination process.
- ❖ Plan the processing of applications at hand with direct reports.
- ❖ Evaluate the viability of client business plan
- ❖ Manage the analysis client financial position to assess the risk

##### **Operationalize relevant legislation and policies**

- ❖ Comply with relevant legislation in terms of credit granting, implementation and recovery of loans granted.
- ❖ Align the SMMEs activities with ECDC policies and procedures
- ❖ Develop and monitor performance standards.
- ❖ Attend and add value at the Credit Risk Investment Committee
- ❖ Package relevant ED messages and policies for internal and external stakeholders.
- ❖ Provide regular updates to the Executives on the activities and performance of SMMEs within the portfolio

##### **Fund Management & Leverage**

- ❖ Sound planning and forecasting of capital expenditure within areas of responsibility
- ❖ Compile budget inputs in accordance with policies, procedures and legal requirements
- ❖ Assign responsibilities and ensure effective task authorisation protocols are in place
- ❖ Develop and implement succession plans
- ❖ Adhere to employment equity and recruitment policies
- ❖ Manage the performance of direct and indirect reports in accordance with the ECDC performance management policy and procedure.
- ❖ Manage discipline and absenteeism in accordance with organizational codes and procedures
- ❖ Manage compliance with agreed budgets in consultation with the Executive Manager: Corporate Services, ensuring that costs are contained.
- ❖ Participate in management forums within ECDC, contributing expertise to enable sound decision making
- ❖ Provide detailed, accurate information for internal and external audit purposes and action audit issues identified.
- ❖ Implement controls within the section which minimize potential risk to the Corporation.

## MINIMUM REQUIREMENTS

- ❖ B Degree in Commerce
- ❖ At least 5 years' experience in the banking industry or Development Finance sector (5 years of which must be at a senior management level)

This is a permanent contract of employment and the successful candidate will be subjected to signing of a performance contract and verification of qualification. If you have not been contacted within 8 weeks after the closing date of the advertisement, please regard your application as unsuccessful.

**In making these appointments, ECDC reserves the right to apply the principles enshrined in the Employment Equity Act, its policies and plans.**

Please send your detailed CV and certified copies of qualifications to  
Talent Consultant  
Tel:0437045783,  
Fax: 0866829817  
Email [humanresources@ecdc.co.za](mailto:humanresources@ecdc.co.za)  
**Closing date: 18 March 2020**

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