

ACCOUNTS MANAGER: C4
BUSINESS FINANCE
ITHALA TRADE CENTRE
REFERENCE NUMBER: LJ23106

Reporting to the Senior Accounts Manager: Agriculture, the Accounts Manager will proactively source and provide service to agricultural market and support the optimal management of agriculture book profitability in line with business objective and goals. Source agriculture deals and manage client relationships.

The Accounts Manager will:

- Identify sales opportunities and proactively market and pursue new investment opportunities within the sector.
- Establish a network of key role players in each sector.
- Present product offerings to various stakeholders.
- Negotiate and conclude business deals in line with divisional targets.
- Provide clients with advice on most appropriate investment solutions to meet their needs.
- Ensure process standards are adhered to for concluding investment approval.
- Follow up and advise clients on the progress of investment application.
- Assist the Due Diligence team and Financial Analysts in sourcing data or information.
- Utilise the analysed findings to prepare and submit the executive summary to the credit committee.
- Manage the disbursement process and ensure the related standards are adhered to.
- Manage and resolve conflict issues.
- Ensure all procedures and processes comply with the required legislation and/or corporate policies.

The following minimum requirements should be met in order to be considered:

Qualifications:

- National Diploma in Agricultural Economics
- Bachelor's degree in Agricultural Economics or equivalent will be advantageous.

Experience:

- Three (3) years' experience in SMME financing environment with proven deal making.
- Three (3) years' experience in preparing and motivating credit applications is essential for arbitration purposes

Requisite Functional Competencies:

- Advanced knowledge of SMME financing products and application of financing instruments.
- Detailed understanding of SMME market environment.
- Knowledge of relevant legislation e.g., Banks Act, FAIS, FICA, NCA, PFMA, Companies Act.
- Knowledge and experience in MS office packages.
- Must demonstrate integrity, confidentiality, and honesty.
- Entrepreneurial with strong sales/marketing acumen.
- Strong customer acquisition, retention, relationship management, and presentation skills.
- Should possess good accounting and financial analysis skills.

- Ability to research and gather necessary data.
- Possess good verbal communication and writing skills.
- Ability to identify risks and recommend relevant risk mitigants.

All Short-listed applicants will be subjected to assessments, references and credit checks.

**ITHALA EMBRACES THE PRINCIPLES OF THE EMPLOYMENT EQUITY ACT
PREFERENCE WILL BE GIVEN TO PEOPLE WITH DISABILITY.**

CLOSING DATE: 24 MARCH 2023

INTERESTED APPLICANTS MUST FORWARD A DETAILED CV; CERTIFIED COPIES OF QUALIFICATIONS AND ID DOCUMENT BY E-MAIL TO HR_recruitment9@ithala.co.za KINDLY ALSO INCLUDE A MOTIVATION OF HOW YOU MEET EACH OF THE ENTRY REQUIREMENTS LISTED ABOVE AND QUOTE THE REFERENCE NUMBER FOR THE POSITION.

PLEASE NOTE: LATE APPLICATIONS AND APPLICATIONS WITH NO REFERENCE NUMBER WILL NOT BE CONSIDERED.

- E-MAIL USERS ARE REQUESTED TO SET THE DELIVERY OPTION ON BOTH "RETURN RECEIPT" AND "CONFIRM DELIVERY".
- CORRESPONDENCE WILL BE LIMITED TO SHORT-LISTED CANDIDATES. ALL SHORT-LISTED APPLICANTS WILL BE SUBJECTED TO ASSESSMENTS, REFERENCE AND CREDIT CHECKS. IF YOU HAVE NOT BEEN CONTACTED WITHIN 3 MONTHS OF CLOSING DATE OF THE ADVERTISEMENT, PLEASE ACCEPT THAT YOUR APPLICATION HAS BEEN UNSUCCESSFUL.