

**WE ARE
HIRING** | 

INTERNAL / EXTERNAL

BRANCH MANAGER

Reporting Line	Responsable Réseau, Clientèle des particuliers
Number Of Position	2
Job Grade	To be determined based on background & experience
Type Of Contract	Permanent
Location	Various



Main role(s): He/she will be responsible for leading and developing sales by establishing and maintaining relationships with new and existing clients while improving the agency's performance.

Profil du Poste



We are looking for professionals with experience in managing the day-to-day operations and commercial development of the bank's branches to ensure excellence in terms of service quality and productivity..

Key Responsibilities And Duties Include

- ✓ To manage the overall business and effective day-to-day running of the branch, including operations, lending, product sales, customer service, security and safety, in line with the Bank's objectives;
- ✓ To achieve the branch's individual and overall sales targets and to increase the volume, quality and profitability of all the services offered by the branch, while constantly ensuring that risks are kept under control;
- ✓ Manage teams of account managers and promote a sales and service culture by coaching, guiding and motivating branch staff;
- ✓ Maintaining relationships with existing customers and developing strategies to attract new customers;
- ✓ Manage the promotion and sales of commercial offers;
- ✓ Prepare operational reports relating to the branch's activity for submission to Management level, as appropriate;
- ✓ Participate in community affairs to increase the Bank's visibility and enhance new and existing business opportunities;

Union Bank of Cameroon Plc

The People's Bank of Trust

Procédure de candidature

All documents (CV and Cover Letter) should be sent to recruitment@unionbankcameroon.com with “Branch Manager, UBC” in the subject line, on or before 05:00 pm of June 30, 2025.

Female candidates are highly encouraged.

Interested internal candidates should submit their applications via the same platform.



As a transparent, accountability, merit, and service excellence organization, Union Bank of Cameroon plc is an enterprise that vies for Equal Employment Opportunity unceasingly strive to recruit young and ambitious talents while also promoting talents from within.



Profil du Candidat

1.1. Required Academic Qualifications

- ✓ Master's degree or equivalent in marketing, finance, management, banking and financial law or other related disciplines ;

2. Work Experience

- ✓ At least 3 years' experience as a branch manager in a bank or EMF ;
- ✓ Proven track record in achieving sales targets ;
- ✓ Experience in engaging, influencing and managing stakeholders across departmental and organizational boundaries ;
- ✓ Experience of managing resources, identifying and approving business cases for organizational investments in retail customer management ;

3. Technical Competences

- ✓ Good understanding of the financial services sector and banks' internal processes and policies ;
- ✓ Knowledgeable on Cameroon financial markets and regulatory requirements ;
- ✓ Good numeracy, spreadsheet and financial reporting skills financial reports ;
- ✓ Ability to analyze problems and develop strategies to propose better solutions ;

4. Compétences Interpersonnelles / Leadership

- ✓ Ability to build strong relationships and influence decisions with internal and external stakeholders ;
- ✓ Excellent written and oral communication skills ;
- ✓ Proven management and teamwork skills ;
- ✓ High level of loyalty, honesty and integrity ;

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