

## **Job Details**

<b>Job Title</b>	<b>Manager: Core Banking and Client Channels</b>
Division	Banking
Unit	Commercial Development Banking
Remuneration	909 896,84
Job Type Classification	Permanent
Location - Country	South Africa
Location - Province	Gauteng
Location - Town / City	Centurion/Woodmead
Email Cv to	recruitment@tianacomconsulting.co.za
Closing date	24 December2025

## **MAIN PURPOSE OF THE JOB**

The role will entail the guiding of the strategic vision and overseeing of the creative process that underpins the relevance, suitability and sustainability of the bank's core banking platform and its channels.

The role is responsible for the management of the P&L for all the allocated products and sub products in the portfolio and the commercial review thereof during the life span of the individual products. The incumbent will be responsible to design and deliver products and services that are sound market competitive and compelling to Agricultural clients.

## **Key Performance Areas**

### **1. Core Banking Management, Channel Development and Implementation**

- Build a product improvement & innovation roadmap for prioritisation and an initial view of the underlying commercial value and potential.
- Understand the Product systems and process landscape end to end, ensuring that the current product landscape and architecture is mapped out, and deeply understood from a product origination point through fulfilment, processing, billing, servicing and revenue realisation and reporting.
- Deliver exceptional service that exceeds customers' expectations through proactive, innovative and appropriate solutions.
- Translate strategies into actionable goals and execute relevant projects / initiatives aligned to strategic objectives with specific performance measures and control systems to track progress.
- Manage designated product development projects from inception to final execution, including post implementation evaluation.

## **2. Risk Management Platform and Channel Policies and Procedures**

- Stay on top of potential risks and be adequately aware of the risk exposure of the business, keeping its internal operations in mind.
- Identify risks and evaluate them in terms of their plausibility and repercussions and curate risk mitigation and management policies to reduce the effectiveness of the risk.
- Custom-make risk management processes as per the current standing of the bank, keeping in mind its future variations.
- Ensure that all members of the product value chain understand processes, control requirements and risk management frameworks that have been designed for the area.
- For audit findings that have an impact on the area, identify, sign off and ensure that all information required by the auditors are provided timorously.

## **3. Market benchmark, Product Insights and their Financial Performance and Reporting**

- Establishment, alignment and management of target and budget goals whilst ensuring effective control of costs for a range of functional areas to increase cost efficiency.
- Help the market meet its financial objectives by managing the P&L of the all-risk mitigating solutions in the portfolio.
- Initiate and manage market research, data mining and quantitative analysis to ensure sustainability and future competitive growth.
- Explore local and international markets for new products and trademarks in order to expand and strengthen the business' market position.

## **4. Stakeholder Engagement**

- Provide thought leadership to internal and external stakeholders, by giving product guidance and advice on channel optimisation and inherent benefits for clients.
- Maintenance of expert knowledge on relevant legislative amendments industry best practices and provision of proactive advice and solutions to relevant stakeholders.
- Cultivate and manage objective working relationships with a variety of stakeholders, including end-users, SME's, project managers and senior staff members.

## **Preferred Minimum Education and Experience**

- Commercial Business Degree.

- Experience in core banking platform management and development of channels, from concept to implementation stage 3 - 5 years
- A proven track record on the delivery of channel solutions that are integrated to the core banking platform 3 - 5 years

**Critical Competencies**

- Core Banking Management, Channel Development and Implementation
- Understanding of Platform implementation and channel development
- Strategic, Big picture thinking, Analytical and Financial understanding
- Self-starter, innovative and able to see projects into completion

**Additional Requirements**

- Extended hours as and when required.
- Travel as and when required.