

VACANCY



**Our Bank. Our Future!
Think Solo**

SME – RELATIONSHIP OFFICER

The Development Bank of the Solomon Islands, (DBSI), re-established under the Development Bank of Solomon Islands Act No. 12 of 2018 is the Solomon Islands' only development financing institution whose aim is to provide financial assistance to new and existing enterprises (including individuals, partnerships, co-operatives and companies); and, to assist in the promotion, establishment, maintenance or development of any industry; and to perform any other functions conferred on it by the Act. The Bank is seeking to appoint a dynamic, innovative and commercially astute professional to the role of **SME – Relationship Officer**

The role is responsible for the growth, quality and profitability of the portfolio and supports the delivery of the overall bank objectives as advised from time to time.

Major Responsibilities :

- Responsible for the end to-end delivery of the credit cycle for all SME Loans and Commercial Loans.
- Aggressively promote the Bank's products and services with the aim to attract potential customers.
- Conduct thorough analysis of financial statements and assessment of all credit requests with due diligence.
- Ensures that all credit requests are compliant with Bank's credit policy.
- Deliberate analysis, findings that involve a borrower's ability to repay and provide recommendations to the Manager.
- Provide recommendations tied to analysis and assessment of credit risk.
- Must be familiar with the Bank's credit policies, procedures and any changes thereof.
- Review customer credit files and identify discrepancies and variances.
- Develop and prepare a database of credit accounts to support analysis of new and existing credit applications.
- Review and update credit accounts portfolio on a regular basis based on account risk rating
- Liaise and network with government ministries, Agencies, NGOs, and stakeholders to strengthen our services to the people.
- Must be able to travel and visit customer business projects on a regular basis.
- Manage a set of portfolios with agreed targets to measure performance for the achievement of the SME targets and the Bank's objectives.
- Perform any other duties assigned.

Qualification & Experience:

- Bachelor degree in finance, accounting, economics or other business-related studies from a recognized tertiary institution

Applications addressing the above requirements, including a cover letter, a detailed curriculum vitae and three referees with email and telephone contacts should be emailed to: anume@dbsi.sb under the following subject: **"Security Risk & Compliance Officer - DBSI"**.

For further inquiries, please contact Gregory Fakaia, DBSI Corporate Services Manager, First Floor, Anthony Saru Building, Honiara. Ph: 44470, Email: anume@dbsi.sb

Applications close: 4:00pm Friday

31st January 2025. No late application will be accommodated.