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# Job Announcement

**Title:** Financing and Consulting Services Specialist

**Location:** Tirana

**Status:** Full Time

## **Background**

AgroCapital is a three year USAID-funded program whose mission is to boost economic growth in Agriculture and food industry business sectors. The program provides consultancy to select banks and financial institutions through improvement of products and processes to develop successful Agro lending practices. AgroCapital will strengthen SME's in agriculture and food processing value chains with access to capital and finance and modern business practices. AgroCapital is implemented by CBS, a non-profit organization whose mission is to strengthen financial institutions, local businesses, start-ups and entrepreneurs with modern business practices.

## **General Scope of the position**

*The Financing and Consulting Services Specialist* provide consultancy services and technical assistance to Banks, Financial Institutions and other large organizations. The Specialist will design and develop new financial product, processes and system improvements achieving project success. He/she develops and maintains relationships with assigned organization and partner institution. He/she works closely with SME business development team ensuring highest quality customer service and results delivery. He/she reports to Financial Institutions and Large Business Development Manager.

## **Duties and responsibilities**

- Responsible for providing technical assistance program to banks and financial institutions (FI) ensuring improved profitability and revenue growth. Adopts financial advisory and technical consultancy to institution's product and processes.
- Support development of client relationship and project proposals with large institutions and other organization partners identifying funding prospects, new business development, grants and collaboration with donors and other NGO's.

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- Build a successful collaboration with SME Development team, ensuring satisfactory FI client referrals and loan applications. Work closely and support SME business development team for optimal sales result and high-quality performance of applications.
  - Successfully representing program and organization in meetings with banks, financial institutions and other organization partners.
  - Interface with state government institutions, Agro NGOs, donors and other organizations involved in developing the Agriculture market in order to leverage expertise and support business development team.
  - Maintains a current expert knowledge about agriculture financial products & services, market trend, initiatives and policies supportive to agribusinesses to identify opportunities for financial services developments.
  - Responsible for administration from business perspective of loan referral system, ensuring an effective functionality and friendly use of the system from Business Advisors and partner FI's.

### **Qualifications**

- Advanced university degree in economics, business administration or related discipline.
- Minimum 3 years of working experience from a financial institution or private businesses specialized in financial products and services development.
- An expert on the banking and financial products in terms of product features, application process and approval criteria, customer needs, regulatory environment and documentation, etc.
- Strong verbal and written communication skills; a persuasive communicator with excellent interpersonal and multidisciplinary project skills.
- Excellence in managing high-ticket client relations with strong business development skills and ability to establish superb on-going communication. Successful achievement of targeted performance indicators.
- Unwavering commitment to high business standards, quality programs and data-driven program evaluation. Apply a teamwork mentality in delivery of business objectives.
- Proficient use of English.

For the application, please email a cover letter and CV until **September 10, 2014** to [info@cbs.al](mailto:info@cbs.al) and include "Financing and Consulting Services Specialist" in the subject line.