



**Position: Business Development Manager**

**Location:** Windhoek, Namibia

**Job grade:** D-Upper (Patterson grading)

**About Access Bank Namibia Ltd**

Access Bank Namibia is a dynamic and customer-focused financial institution dedicated to providing innovative banking solutions and exceptional service. As we continue to expand, we seek a highly motivated and results-driven Business Development Manager to lead our team and drive growth.

**Job Overview**

The Business Development Manager is responsible for driving growth and profitability by identifying and converting new business opportunities, strengthening client relationships, and expanding Access Bank Namibia's market presence. The role ensures alignment with the Bank's strategic objectives by developing innovative solutions, enhancing customer acquisition, and fostering sustainable partnerships. This position plays a critical role in embedding the Access Way values into business development practices, ensuring operational excellence, and contributing to long-term organizational success.

**Key Responsibilities**

- Identify, evaluate and convert new business opportunities across the Corporate and Commercial banking segments.
- Develop and execute strategies to increase market share and revenue growth.
- Conduct market research and competitor analysis to inform business strategies.
- Build and maintain strong relationships with key clients, stakeholders, and partners.
- Deliver customer banking solutions tailored to client needs, ensuring meaningful value creation and supporting the long-term growth of their business.
- Act as a trusted advisor, ensuring long-term client retention and loyalty.
- Establish and nurture strategic alliances with industry stakeholders, regulators, and business associations.
- Promote the Bank's brand and values through professional engagement.
- Collaborate with cross-functional teams to ensure seamless execution of business development initiatives.
- Monitor performance metrics, prepare reports, and present insights to executive management.
- Ensure compliance with banking regulations, internal policies, and ethical standards.
- Mentor and guide junior staff in business development practices.
- Foster a culture of accountability, innovation, and collaboration within the team.



- Drive initiatives that embed organizational values into daily operations.

### **Minimum Qualifications**

- Bachelor's degree in Business Administration, Finance & Accounting, Economics or related.
- A postgraduate qualification (e.g., Honours, Master's, MBA) or a professional certification such as CFA, CA, CIMA, or Credit Risk Certification is an added advantage.

### **Working Experience**

- Minimum 7 years' experience in business development, relationship management, or Corporate, Commercial/Business banking within a regulated financial services environment.
- Strong banking and financial services background, with proven success in client acquisition, portfolio growth, and revenue generation.
- Demonstrated ability to develop and execute growth strategies, translating business plans into measurable commercial outcomes.
- Proven leadership and stakeholder management skills, with experience collaborating across multiple lines of business.
- Solid understanding of risk management, credit, and regulatory compliance.

Access Bank Namibia is an Equal Opportunity Employer, offering a competitive salary package. The successful candidate will receive a salary commensurate with their qualifications and experience. If you meet these criteria, please submit your application, including a cover letter, resume, and certified copies of academic certificates, to:

[hr.nam@accessbankplc.com](mailto:hr.nam@accessbankplc.com) on or before **February 27, 2026**, ensuring the position you are applying for is indicated in the subject line. Kindly note that only shortlisted candidates will be contacted.

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