HEAD OF PUBLIC SECTOR -HOPS/2026

REPORTING TO: CHIEF COMMERCIAL OFFICER

Job Purpose: To lead the Bank's Public Sector Banking strategy by driving sustainable growth in relationships, deposits, transactional flows, and credit exposure within National Government, County Governments, State Corporations, Parastatals, Government Donor-Funded Projects, and Public Institutions. The role is responsible for positioning the Bank as a trusted financial partner to public institutions, delivering tailored banking, digital payment, liquidity, and financing solutions while ensuring strict compliance with regulatory and governance requirements.

Key Responsibilities:

A. Strategy & Business Growth

- Develop and execute the Public Sector Banking strategy aligned to the Bank's 5-year Tier 1 growth agenda
- Build a strong pipeline of:
    - Government MDAs (Ministries, Departments & Agencies)
    - County Governments
    - State Corporations & Parastatals
    - Donor-funded and development partner programs
    - CDF accounts and projects
- Drive growth in low-cost public sector deposits and transaction volumes
- Structure financing solutions for public institutions including asset finance, infrastructure support, and short-term facilities
- Champion digitization of public sector collections and payments

B. Relationship Management

- Own senior relationships with key public sector decision-makers (PSs, CFOs, Treasurers, CEOs of parastatals)
- Represent the Bank in government forums, sector associations, and public finance engagements
- Ensure high service standards through coordinated support from Trade, Treasury, Digital, and Operations teams

C. Product & Solution Development

- Work with Product, Digital, and Treasury teams to develop:
    - Public sector payroll and payments solutions
    - Revenue collection platforms
    - Escrow & project accounts
    - Donor fund management solutions
- Promote digital adoption within government institutions

D. Risk, Governance & Compliance

- Ensure all facilities meet CBK, Public Finance Management (PFM) and procurement regulations
- Maintain high asset quality and early identification of portfolio risks
- Ensure ethical conduct and strict adherence to anti-corruption and AML standards

E. Team Leadership

- Lead, coach, and develop Public Sector Relationship Managers
- Embed performance culture, accountability, and customer-centricity
- Build sector specialization within the team

F. Stakeholder Collaboration

- Partner with:
- Credit Risk
- Legal
- Treasury
- Transaction Banking
- Digital Banking to deliver seamless end-to-end solutions**.**

Academic & Professional Qualifications

- Bachelor's degree in commerce, Finance, Economics, Business or related field
- Master's degree (MBA or equivalent) -**preferred**
- Professional banking or finance certification (AKIB, CPA, ACCA, CFA)-**advantageous**
- Training in Public Finance, Government Procurement, or Development Finance — added advantage

Experience Required

- 8–10 years' banking experience, with at least:
    - 5 years in Corporate, Institutional, or Government Banking
    - 3 years in a senior relationship management or leadership role
- Proven track record managing large institutional/public sector portfolios
- Demonstrated experience engaging senior public sector stakeholders
- Experience in structuring complex institutional credit and transaction solutions

Key Competencies:

- Strong knowledge of Public Sector financial structures & budgeting cycles
- Understanding of Public Finance Management (PFM) frameworks
- Credit structuring for institutional and quasi-government entities
- Treasury & transaction banking solutions
- Government procurement and payment processes
- Digital payment ecosystems and collections platforms
- Regulatory knowledge (CBK, AML, Anti-corruption laws)

ALL applicants **MUST** apply online to email: **recruitment@familybank.co.ke**; closing date is **9th September 2026**. Canvassing will automatically disqualify the candidate. Only shortlisted candidates will be contacted.

"We are an equal opportunity employer"