

CAREER OPPORTUNITY

Business Development Officer

JOB SUMMARY

The Business Development Officer (BDO) – Commercial Lending is responsible for driving portfolio growth and revenue for Massy Finance GFC Ltd (MFGFC) by originating, structuring, and closing commercial credit facilities.

The role involves managing relationships with Corporate Clients, Sole Traders, and Partnerships, ensuring high credit quality, strong client engagement, and alignment with strategic and financial goals.

KEY RESPONSIBILITIES

- Drive commercial lending growth by sourcing new business, managing referrals, and identifying cross-sell and up-sell opportunities.
- Build and manage a strong sales pipeline to achieve monthly and quarterly targets.
- Conduct client meetings, site visits, and presentations to assess needs and deliver tailored financing solutions.
- Manage the end-to-end lending process from application to disbursement, including financial analysis and loan closing.
- Maintain strong client relationships to support portfolio growth, retention, and low delinquency.
- Conduct annual reviews, manage arrears and restructuring, and resolve customer complaints effectively.
- Ensure full compliance with AML, ATF, KYC, and internal policies, acting as first line of defence in risk management.

ESSENTIAL QUALIFICATIONS & EXPERIENCE

- Bachelor's Degree in Business Management, Finance or related discipline.
- A minimum of three (3) years of progressive experience in commercial banking or financial services.

KNOWLEDGE, SKILLS AND ABILITIES

- Strong financial and credit analysis skills.
- Deal structuring and proposal writing.
- Sales negotiation and pipeline management.
- Experience in fostering strategic partnerships.

- Customer-centric relationship management.
- Financial products, risk management, and regulatory compliance (AML/ATF).
- Market trends, competitor analysis, and CRM tools.
- Proficiency in MS Office Suite.
- Effective communication, time management, and analytical skills.
- Demonstrates initiative, autonomy, and reliable judgment.
- Adaptability, sound judgement, and attention to detail.
- Team collaboration, integrity, and confidentiality.

INTERESTED AND QUALIFIED CANDIDATES ARE INVITED TO FORWARD THEIR RESUME TO THE BELOW EMAIL:

vacancies@massyfinance.com

Please note that only suitable applications will be acknowledged. Deadline for submission of the posting is **17 September 2026**.

