



## **CAREER OPPORTUNITIES AT STANDARD INVESTMENT BANK LIMITED**

### **1. ASSOCIATE – RESEARCH (BANKING ANALYST)**

**Department:** Research

**Reports To:** Executive Director - Research & Sustainable Finance

#### **POSITION SUMMARY & PRIMARY OBJECTIVE**

Standard Investment Bank Ltd (SIB) was founded in 1995 as a licensed stockbroker focusing on high value customer relationship management and integrity. In 2005, SIB ventured into transaction advisory services, after obtaining an investment banking license. Today, SIB is one of the leading independent Kenyan financial services firms providing investment banking, securities trading & investment management services to a substantial and diversified client base that includes governments, fund managers, corporations, financial institutions, high-net-worth individuals and retail investors, in Kenya and the wider Eastern Africa region. Key solutions include:

- Global Market Investments
- Equities Trading
- Fixed Income Trading
- Corporate Finance
- Research & Sustainable Finance

In line with our mission to positively impact the financial prosperity of people and organizations; SIB is looking to hire an Associate in the Research Department. The jobholder will be expected to demonstrate high levels of professionalism, creativity and integrity; and will primarily support fixed income traders as well as other business teams at the firm.

#### **QUALIFICATIONS / EXPERIENCE / KNOWLEDGE QUALIFICATIONS**

##### **Required Knowledge & Experience**

##### **Essential**

- Bachelor's degree: Actuarial Science, Business or Economics Degree or such other suitable related experience
- Pursuing/Starting CFA/ICIFA or any other relevant professional qualification
- Desired: 2 years experience with preference to banking research

#### **ROLES AND RESPONSIBILITIES**

1. Be the lead for financials research product and relations with institutional clients;
2. In partnership with the team, source and build pipeline of transaction advisory that can be pursued by the firm
3. Financial Modelling & Statistical analysis. Develop and express opinion on securities and provide rating recommendation for investment action by Investors
4. Resolve client queries and support business teams

5. Source, store, organize and distribute information and research content and data. Build up and maintain a comprehensive database of relevant political, legislative, economic, financial, sector, geographical, business and company information and statistics including financial modelling, assumptions, methodologies and opinions
6. Peer review research opinions for the department
7. Grow research client base through growth of existing customers
8. Maintain relationships with management of listed companies, regulators and relevant industry bodies
9. Comply with all relevant internal and external rules, policies, procedures and regulations in their conduct and provision of research, including taking responsibility for their training.
10. Media engagement and sharing explanations on research opinions
11. Commercial awareness of business opportunities for SIB. Product development idea generation and sharing

## **CORE COMPETENCIES**

*The following Core competencies are the skills, knowledge and behaviours expected of an employee at Standard Investment Bank:*

<b>Maximizing Resources</b>	Builds and leverages infrastructure, knowledge and networks
<b>Empowerment</b>	Empowers customers, employees, shareholders and society
<b>Care and Protection</b>	Demonstrates care and protection to customers, employees, shareholders and society
<b>Communication Skills</b>	Communicates - proactively, clearly, timely, consistently, completely and professionally - in written and oral forms to both internal and external customers
<b>Initiative and Confidence</b>	Initiative and Confidence Generates and shares new ideas that add value to SIB and looks at different ways to solve problems and address difficulties
<b>Teamwork</b>	Contributes fully to team effort and plays an integral part in the smooth running of teams without necessarily taking the lead
<b>Sector Acumen</b>	Sector Acumen Has a good understanding of the sector environment and the impact their behaviour has on co-employees, service delivery to customers and SIB's reputation
<b>Respect</b>	Treats colleagues and customers in a manner which demonstrates integrity, honesty, fairness and value for other people's time

## **How To Apply:**

If you meet the above requirements, please send an application letter and Curriculum Vitae only to [hr@sib.co.ke](mailto:hr@sib.co.ke) to be received on or before **31 January 2024 at 5.00 pm**

**NB: There might be a practical exercise given as part of the recruitment process related to the role**



## **2. ASSOCIATE, FIXED INCOME BACK-OFFICE**

**Department:** Fixed Income Trading

**Reports To:** Head of Fixed Income – Stock Brokerage

### **ROLES AND RESPONSIBILITIES**

1. Day-to-day Fixed Income Operations.
2. Handling of Trade Capture, following up with Settlement, Invoicing Trades, following up on payments etc.
3. Responsible for a smooth and stable daily fixed income settlement operation working closely with the trading team.
4. Investigate issues and follow up for solutions working with the relevant teams including but not limited to clients, custodians, NSE, Central Bank of Kenya.
5. Participating in Market events and new Business initiatives.

### **QUALIFICATIONS / EXPERIENCE / KNOWLEDGE QUALIFICATIONS**

#### **Required Knowledge & Experience**

##### **Essential**

- Bachelor's degree: Actuarial Science, Business or Economics Degree or such other suitable related experience.
- Pursuing/Starting CFA/ICIFA or any other relevant professional qualification.

### **PROFILE REQUIRED**

#### **Key Skill Areas & knowledge Required:**

- Teamwork / Self-starter / Accuracy / Swiftiness / Flexibility / Attention to details.
- Analytical/logical thinking to investigate issues and propose solutions.
- Good communication skills.
- Able to Listen to clients/internal partners and colleagues to understand and anticipate their needs.
- Ability to work with other teams, countries and regions.
- Basic IT Skills with proficiency in MS Excel, Word, PowerPoint.
- Proficient in English.

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