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Personal Statement

I am a passionate professional and very intentional about achieving excellent performance. Aged 35 and with more than 10 years of experience in banking, I have continued to excel in building profitable mutual beneficial relationships. I have attained the required scope to excel in senior leadership position.

In pursuing my overall life goals, I believe in continuous learning and that there is no limitation to what one can achieve. I can only become the best if I help others to become their best

Areas of expertise

1. Relationship and Portfolio Management.
2. New Business acquisition, Client experience, migration and retention.
3. Client ecosystem analysis, cross selling and share of wallet growth.
4. Asset and Liability growth.
5. Increasing Portfolio Contribution.
6. Managing Credit Risk.
7. Leadership.

Training Interventions.

1. Leadership Development Program by Ground Floor Labs of Republic of South Africa. September 2020 - March 2021.
2. Relationship Management Training in Gaborone, Botswana by GMD Coaching & Consulting (PTY) Limited. August 2019
3. Business Lender Training Program by International Training Solutions Pvt Limited in 2016.
4. Foundational Leadership Program at Global Leadership Centre in the Republic of South Africa in 2014.
5. Commercial Banking Course.
6. Graduate Development Program at Standard Bank Limited. May 2010-March 2012

Professional Experience

1. Corporate Banking Manager, NBS Bank Plc (June 2020 to date).

Responsible for managing the Southern & Eastern Region Corporate banking Portfolio in driving and delivering the entire corporate Banking strategy. Responsible for managing a team of corporate relationship managers in executing strategy

2. Regional Corporate Manager, First Capital Bank Plc (2017 to 2021).

Responsible for managing a team of corporate relationship managers in executing the CIB strategy. I support the business team in driving business growth, credit origination, deal structuring, general portfolio and relationship management. Also responsible for managing the bank's largest corporate banking portfolio.

3. Business Manager, Wholesale banking Division, Nedbank Malawi (September 2015- November 2017)
4. Relationship Manager, Commercial Banking Division, Standard Bank Limited (September 2013-August 2015)
5. Relationship Officer, Corporate Banking Division, Standard Bank Limited (March 2012-August 2013)
6. Management Trainee, Standard Bank Limited (May 2010-March 2012)

Academic Qualifications

1. Bachelor of Business Administration Degree (with Credit), The Malawi Polytechnic (2009)
2. Malawi School Certificate of Education (MSCE), Ekwendeni CDSS (2004)
3. Junior Certificate of Education (JCE) Ekwendeni Community Day Secondary (2002)

Accomplishments.

1. Was responsible for managing the largest corporate banking portfolio at First Capital Bank
2. Successfully structured and closed a project finance transaction involving an Independent Power Producer(IPP) in 2019
3. Was part of Standard Bank Tiwale Transformation Team. This was a team of talented Standard Bank employees sponsored by ExCo and tasked to drive organizational wide transformational initiatives. (2014)
4. Received a letter of commendation from the Standard Bank Chief Executive Officer for excellent customer service. (2012)
5. Received a Certificate of achievement from Standard Bank Corporate & Investment Banking for excellent customer service. (2012)
6. Chairperson for Polytechnic Students Initiative for Change. (2009)
7. Represented Malawi at Children's World Water Forum in Kyoto, Japan. (2003)
8. Represented Malawi at the World Scout Jamboree in Thailand. (2002)

Hobbies

1. Building relationships
2. Travelling
3. Jogging
4. Playing chess
5. Reading

Referees

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