Head: Global Transactional Services (GTS)

Location: Windhoek, Namibia
Company: Access Bank (Namibia) Limited
Position: Head: Global Transactional Services (GTS)
Job grade: D-Upper (Paterson Grading)

The Head: Global Transactional Services (GTS) will play a leadership role in the delivery of a portfolio of activities focused on Global Transactional Services including cash & liquidity management, invoice finance, credit programs and associated operations across the organization.

Key Responsibilities

- Recommend business strategy, covering product development / management, sales and client services delivery in order to achieve revenue targets set for transaction banking.
- Own all Profit and Loss and balance sheet accountabilities relating to transaction banking and deliver profitable growth and financial objectives.
- Manage a product portfolio that generates specific, transactional banking and cash management targets.
- Be accountable for sales acquisition, directing sales efforts and measuring new customer acquisitions and overall size of the pipeline .
- Partner with relationship managers, global trade, treasury and other stakeholders in selling deposits, Foreign Exchange, trade finance and other transaction banking products.
- Be accountable for clearing and settlement of commercial payments, as well as coordinating coverage for other business lines such as trade finance, cash management, Foreign Exchange, etc.
- Drive innovation, strategy and product development for relevant transaction banking products lines to achieve business objectives.
- Managing the credit process and development of credit programs to support the business in Namibia and collaborate with other subsidiaries.
- Coordinate cash and receivables management across the function.
- Responsible for the growth of the customer transaction banking wallet share
- Review existing products, systems and process set-up and benchmark to create a market leading position.
- Develop product placement strategies leveraging the bank’s footprint and building on industry focus as guided by Wholesale Banking.
- Guide and assist the team in scoping the market for opportunities and work as the lead in coordinating materialization.
- Drive the development of Transaction Banking products and identify the opportunities in the market to generate strong revenue and profitability.

- Identify new product opportunities to influence the development of key new service initiatives and more cost effective delivery channels.
- To resource, lead motivate, set objectives and develop the sales skills of the product sales team to ensure achievement of targets and objectives.

Qualifications and Experience

Education:

- Bachelor's Degree in Banking, Finance, Economics, Accounting, Business Administration.
- MBA/ Relevant Masters' degree will be an advantage.
  Relevant professional membership in line with the competency framework.

Experience:

- Minimum 7 years progressive banking experience.
- Solid and proven track record in transaction banking & relationship management.
- Possess good banking product knowledge including trade and working capital management, risk management, cash management, corporate digital banking solutions.
- At least 5 to 7 years' direct experience in Transaction Banking / Global Transactional Services.
- A valid drivers license.
- Namibian citizen or permanent residence.

Qualified candidates who meet the above requirements are invited to submit their updated detailed CV and certified copies of qualifications through the Access Bank Namibia HR email address: HR.NAM@ACCESSBANK.na before the closing date: **November 23, 2026** ensuring the position you are applying for is indicated in the subject line.

Access Bank Namibia is an equal opportunity employer. We are committed to attracting, developing, and retaining talented individuals who share our core values of Leadership, Excellence, Empowered employees, Passion for customers, Professionalism and Innovation.

Kindly note that only shortlisted candidates will be contacted.