



Title: Business Development Officer

Work type: Two-year contract (full-time)

Industry: Financial Services (Housing Finance)

Location: St. Kitts & Nevis — on-site role; relocation assistance available. Preference for Eastern Caribbean nationals.

The Eastern Caribbean Home Mortgage Bank invites applications from suitably qualified professionals for the position of **Business Development Officer**. The successful candidate will report to the Chief Executive Officer and lead the planning, development, and execution of the Bank's business development and marketing initiatives to expand market share, strengthen client relationships, and support sustainable growth across the Eastern Caribbean.

JOB SUMMARY

The Business Development Officer drives the achievement of ECHMB's strategic growth objectives by identifying opportunities, developing market strategies, and building strong relationships with institutional and corporate stakeholders across the Eastern Caribbean Securities Market.

The role evaluates market dynamics, product positioning, and campaign effectiveness to support revenue growth, brand visibility, and profitability in alignment with the Bank's risk and governance framework.

KEY RESPONSIBILITIES

- Plan, direct, and manage the marketing and sales of the Bank's financial instruments in accordance with risk management guidelines.
- Establish, with the Chief Executive Officer, marketing objectives, performance measures, and growth targets aligned with corporate strategy.
- Build and maintain strategic relationships with clients, potential clients, and stakeholders to drive revenue growth and market expansion.
- Review existing products, services, and customer experience; lead product and service enhancement initiatives to strengthen market competitiveness.
- Recommend positioning, pricing strategies, and profitability targets for executive and Board consideration.
- Expand and optimize distribution channels to maximize market reach and efficiency.
- Develop and implement marketing and advertising programmes that enhance brand awareness and market presence.
- Prepare and present business development and marketing plans aligned with corporate growth strategy.



- Conduct market and competitive analyses of the Eastern Caribbean Securities Market to identify opportunities and risks.
- Assess current and prospective product offerings and advise leadership on new opportunities arising from market developments.
- Oversee marketing, advertising, promotional events, and branding initiatives.
- Conduct cost–benefit analyses of campaigns and ensure adherence to approved budgets.

QUALIFICATIONS & EXPERIENCE

- Master’s degree in Marketing, Finance, Economics, Business Administration, or a related discipline.
- Minimum five (5) years’ experience in sales, marketing, business development, or product management at a middle-management level, preferably within financial services.
- Demonstrated success in new business development, ideally within the Eastern Caribbean Securities Market.
- Good knowledge of banking and financial markets in the Eastern Caribbean Currency Union.
- Principal or Representative Licence issued by the Eastern Caribbean Securities Regulatory Commission is an asset.
- Strong computer literacy and analytical capability.

KEY COMPETENCIES

- Proven ability to develop and close business opportunities.
- Experience marketing or selling financial instruments within the Eastern Caribbean region.
- Strategic relationship-building and stakeholder management skills.
- Strong commercial awareness and consultative sales approach.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, results-oriented, and able to work independently.
- Event and campaign management capability.
- Adaptability and resilience in a dynamic market environment.

WHAT WE OFFER

- Team-oriented culture
- Competitive salary
- Professional development and continuing education
- Comprehensive health insurance benefits

Applications, including CV and relevant supporting documents, should be submitted to jobs@lci-inc.com no later than April 17th, 2026.