

Candidate Profile



Frances Schild
 Head, National Retail Sales
 Mercantile Bank



Academic Credentials

Frances Schild graduated from the University of the Witwatersrand in 1988 with a BCom (Economics) degree. In 2000 she completed her postgraduate studies with a Masters in Business Leadership from UNISA. Her thesis explored the role of receivable financing as a tool to raise working capital.

Current Work Description

Frances is the National Head of Retail sales for Mercantile Bank. The retail network consists of 15 branches and generates 70% of the total revenue of the Bank. Her responsibilities include creating a customer focused, sales orientated, goal-focused environment across the retail branch network. She is accountable for creating a strong transactional platform to support the Bank's corporate customer base. In addition, Frances constantly reviews processes and procedures to ensure that best practices are adopted and implemented on an ongoing basis. She provides on-going support, leadership and mentorship to her management team.

Business Credentials and Skills

Frances has had diverse work experience with exposure to a number of financial products within the Financial Services sector. Her exposure to asset based finance, trade and receivables finance, commercial, corporate and retail banking has allowed her to develop a broad knowledge base which allows her to confidently discuss a full range of financial solutions with a wide range of customers.

Personal and Professional Learning Objectives

Through this programme, Frances intends to:

- Improve her mentorship and leadership skills
- Create a greater awareness of cultural diversity and learn how to manage it more effectively
- Identify and improve her emotional intelligence, and
- Develop a wider network of like-minded professional women.

Personal Information

Frances Schild is married to Paul and they have two children, Matthew aged 12 and Savannah aged 9.