



Job Description

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|--|-------------------------------|--|
| Job Title Branch Manager(Mwanza) | Job Location Mwanza | Category - |
| Job Type Full Time | Job level Manager | Industry Banking, Finance Services |

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

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|--|------------------------------|---|
| Min Budget - | Max Budget - | Primary Industry Banking: 7 Years |
| Secondary Industry Finance Services: 4 Years | Primary Category - | Secondary Category - |
| Certificate - | Qualification - | |

Summary

A Bank is seeking to hire a Branch Manager whose purpose will be to design, propose and implement marketing and business strategies for the branch to optimise customer satisfaction, increase customer numbers and achieve the business's short- and long-term objectives.

Responsibilities

- Developing, implementing and managing profitability of the distribution strategy in the branch.
- Effective marketing campaigns.
- Management of credit, operational and market risk.
- Buildup, maintain and improve efficient service level related operations and processing to quality objectives.
- Determine and ensure adherence to policy, service levels, controls and checks.
- Employ, train, develop, and appraise, mentor, coach and reward staff.
- Supervise and monitor the work of the branch staff along with their responsibility for HR matters.
- Arrange and manage indirect contracted staff activities.
- Employee leadership, motivation and career planning.
- Employee personal, sales coaching and development training.
- HR planning.
- Hiring, training and retention of direct and indirect reports.
- Motivation, disciplinary action as required.
- Define training requirements.
- Regular performance appraisal.
- Agree annually, manage and be responsible for all components of the branch budget.
- Analyze and interpret MIS reports and take action as appropriate.
- Ensure good quality of lending, as measured by losses and provisions for bad debts and fraud.
- Retail Business Management
- Sales Management
- Service, Data and Process quality Management
- Segmentation Management
- Branch Management.

Education & Qualifications

Bachelor's Degree/Advance Diploma/Diploma with enough long experience in Banking, in Business Management, Economics, Finance, International Business, Marketing or equivalent

Requirements

- 4 years Commercial Banking experience at branch level.
- Excellent knowledge of retail banking products and sales processes across multiple channels as well as good understanding of risk management and procedures.
- Personal career path included significant front office/ sales deployment and experience gained from firsthand customer dealings.
- Proven track record in team management.
- Excellent oral and written skill in local language and English.
- Proven track-record of handling complex customer issues.
- Excellent user knowledge of the MSOffice suite, including knowledge of MS Project and integration capabilities of MSWord, MS Excel, MS PowerPoint

Characteristics

- Positive attitude.
- Efficient time management.
- Ambitious and energetic, able to get things done.
- Confident and resilient.
- Self-starter
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Driving Licence

Not Required

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