

Job Description

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Job Title **Job Location** Category

Branch Manager (Mwanza) Mwanza **Branch Management & Operations**

Job Type Job level Industry **Full Time** Manager Banking

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget **Max Budget** Primary Industry Banking: 5 Years

Primary Category Secondary Industry

Secondary Category Branch Management & Operations: 5

Years

Certificate Qualification

Summary

- Ensuring overall Branch Management; staff management, business growth and development, operational excellence
- Develop and implement business strategies to deliver performance and growth targets and Maintain good business environment.

Responsibilities

- · Prepare the branch budget and strategy and ensure profitability
- Establish and develop sales strategy to achieve targets and meet customers' expectations
- · Organizing the branch objectives in liaison with the retail officers in regard to annual objectives and sales campaigns
- · Ensure Branch coordination; weekly and monthly meetings with retail officers, Branch meetings and training of branch staff
- Implement, monitor and analyses the achievements of the branch objectives.
- · Build and improve the quality of business and retail clients
- Make regular customer visits to retain existing customers and to build loyalty
- · Promote new business by selling banks products to new clients
- Prepare and analyze credit applications for presentation to credit department.
- · Review all branch reports and oversee daily operations of all areas of the branch
- · Review daily and weekly business monitoring reports and communicate to necessary authorities
- Manage and monitor team workflow at the branch in line with set targets
- Ensure service delivery standards are maintained in the branch
- · Ensure branch staff comply with statutory regulations and bank internal procedures
- Be involved in corporate social responsibility to improve visibility for the bank
- Monitoring the overstepping reports and advising accordingly
- · Monitoring of commercial risk and debt collection
- · Manage term deposits
- · Monitors and analyses with Sales Coordination Unit the quantitative and qualitative achievements of the branch targets
- Implement business plans prepared in collaboration with the sales coordination structure to ensure achievement of objectives
- Ensures achievement of branch profitability
- Any duty as may be assigned by a supervisor and or Head of Retail

Education & Qualifications

• An Advanced Diploma/Degree in either Commerce, Finance or Marketing

- A minimum of 4 years' experience in Banking Operations
- A good understanding of Banking Operations and Products
- Knowledge of Microsoft Excel Products
- Excellent interpersonal and communication skills
- · Conflict resolution skills
- · Negotiation and influencing skills
- Team player and strong leadership and management skill

Requirements

- Knowledge of banking
- Knowledge of market practice
- · Excellent analytical and interpretational skills
- · People management skills
- · Budgeting skills
- Excellent planning, organization and execution skills
- Positive and flexible attitude towards change and competition
- Computer literacy and familiarity with standard office computer applications
- Strong problem solving and decision making skills

Reporting To

· Head of Retail Banking

Driving Licence

Not Required

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