



Job Description

9th Floor Tanzanite Park, Victoria, Dar es Salaam, Tanzania | +255 758 778 886 | info@empower.co.tz

Job Title

Business Development Manager —
Surety & Credit (Banking Experience)

Job Location

Dar es Salaam

Category

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Job Type

Full Time

Job level

Manager

Industry

Banking

Open to Expatriates

Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget

-

Max Budget

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Primary Industry

Banking: 7 Years

Secondary Industry

-

Primary Category

-

Secondary Category

-

Certificate

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Qualification

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Summary

The manager will be responsible for building the surety and credit practice by originating and placing surety bonds, guarantees, and credit insurance solutions for contractors, corporates, banks, and financial institutions. The role will leverage first-hand banking experience to structure transactions that complement or substitute bank collateral and credit capacity.

Responsibilities

1. Origination — Banks & Financial Institutions

- Develop bank relationships (credit, trade finance and relationship teams) to originate surety and credit-insurance-backed transactions: performance and advance payment guarantees, bid bonds, customs bonds, and trade credit covers.
- Structure insurance solutions that release bank collateral, support lending (credit risk mitigation), or wrap trade finance transactions; explain them credibly to bank credit committees.
- Build referral arrangements and framework agreements with partner banks.

2. Origination — Corporates & Contractors

- Originate surety business from contractors, traders and corporates (construction, energy, logistics, commodities).
- Advise clients on bond wordings, counter-indemnity requirements, collateral, and claims mechanics.

3. Placement & Portfolio

- Prepare complete underwriting submissions (financials, project details, counter-indemnities); negotiate terms with surety/credit underwriters locally and, with LRB, in reinsurance markets.
- Monitor portfolio exposure, renewals, bond releases and expiries; maintain disciplined documentation and CRM records.
- Track market, legal and regulatory developments affecting guarantees and credit risk transfer in Tanzania.

Education & Qualifications

- Bachelor's degree in finance, banking, or related field
- Fluent English and Kiswahili; able to present to bank credit committees

Requirements

- 7+ years combined experience in banking (credit, trade finance, or relationship management) and/or surety & credit insurance
- Practical understanding of credit analysis, collateral/security structures, counter-indemnities and guarantee instruments
- Established relationships with Tanzanian banks and/or large contractors
- Direct experience placing or underwriting surety bonds or trade credit insurance
- Knowledge of public procurement bonding requirements in Tanzania
- Regional (EAC/SADC) trade finance exposure

Characteristics

- Credit and structuring acumen
- Institutional relationship building
- Commercial creativity within prudent risk discipline
- Persistence in long-cycle institutional sales

Reporting To

Chief Executive Officer (CEO)

Driving Licence

Not Required

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