



Job Description

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Job Title Chief of Business	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Head of Department	Industry Banking

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Banking: 10 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Our client is seeking a Chief of Business to drive growth in its asset and liability portfolio across Corporate Banking, SMEs, and Retail Banking. This role involves overseeing Trade Finance, Institutional Banking, and Personal Banking to ensure alignment with the Bank's strategic objectives focused on profitability, cost optimization, and customer satisfaction. Key responsibilities include managing product development, client acquisition, and business growth, as well as ensuring high-quality service delivery and client retention.

Responsibilities

- Be responsible for the overall profitability of each business line, new product development, pricing, risk management, compliance, specialized training, relevant dedicated technology, operational support, and business financial reporting of P&L and related metrics.
- Drive client acquisition, achieve business growth and manage existing client relationships consistent with the Bank's strategy.
- Drive business growth through launch of innovative products which suits Customer's business needs. Ensure that Customers receive the appropriate level of service excellence and advice to meet their specific needs through product mix.
- Define measurable business growth objectives, and management processes that will retain the existing customer base, by maintaining, acquiring and reactivating customer relationships to improve deposit liability growth and mix.
- Responsibility for strategic management, business development, and profitability of applicable business units/Locations within the Country.
- Ensure effective delivery of quality Digital Financial Service products to customers and at the same time maintain and sustain Consumer banking services for business endeavors.
- Enhance client retention by providing a one-stop point of contact for all the client's needs and requirements through top-notch customer service experience.
- Establish and develop various sales strategies to meet ever-changing customer needs in liaison with the Corporate, SMEs & Retail and Marketing teams.
- Lead the development and execution of the Bank's Sales and Marketing Strategy to raise awareness of the Bank's products and to keep abreast of the competition's new products and services.
- Recommend the creation of viable and profitable risk assets to increase business office profitability including sourcing for and monitoring customer's tenured investments/facilities.
- Lead the business team such that they achieve business growth in compliance to the assigned targets.
- Take other associated actions contributing to business growth and customer service excellence.

Education & Qualifications

- Bachelor's degree in Business Administration, Economics, Marketing, Banking and Finance, or any other relevant fields; and
- MBA or any other relevant Master Degree.

Requirements

Minimum of 10 years experience in Corporate or/and SMEs & Retail Banking up to the level of Senior Manager or above.

Characteristics

- Business Development Skills, Customer service skills, Relationship/People Management Skills, Negotiation Skills, Leadership skills, Marketing, Selling and Strong Credit analysis skills.
- Ability to work under pressure and independently achieve great results.
- Ability to structure Large Corporate Banking deals.
- People, Creativity and initiative skills.
- Good knowledge of the product offering at the corporate level.
- Excellent knowledge of the Financial Institutions' regulations on Credit Lending.

Reporting To

Managing Director

Driving Licence

Not Required

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