



Job Description

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

Job Title	Job Location	Category
Head of Corporate Banking	Dar es Salaam	-

Job Type	Job level
Full Time	Head of Department

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	
	Degree	

Summary

The incumbent will be required to articulate and set the strategic direction and business objectives of the corporate business in Tanzania. The role will also be the interface with other parts of the group such as corporate functions, PBB and wealth. The Head of Corporate Banking will ensure achievement of corporate revenues and net earnings through the delivery of an appropriate range of banking products to the existing and targeted client base.

Responsibilities

- Originate, maintain, and develop relationships in the corporate market, focused within Tanzania
- Manage a corporate liability & loan book within parameters provided by Risk Management / Management Board
- Cross sell Structured Trade & Commodity Finance-, Treasury- and Payment product
- Negotiate terms and conditions and coordinate with Credit/legal for credit applications for new loan facilities for Corporate Banking clients
- Manage the team of relationship managers for driving Current account business, with key focus on Fee line (Forex, Trade, Cash management, TXN Banking) & achieve the desired level of Business & customer service
- Identify various segments to capture for business growth on Current accounts/Fee line
- Present and defend Corporate Banking credit applications in the Credit Committee
- Provide regular credit reviews of Corporate Banking clients
- Prepare and present certain Corporate Banking applications to the Bank
- Review and authorize Corporate Banking credit applications from account managers prior to submission to Risk

Management

- Develop and maintain management reporting
- Manage the Department efficiently so that performance goals and objectives are achieved
- Coach and advise the Corporate Banking team
- Identify and resolve any performance issues
- Distribute and control the tasks to be performed by the employees in the Department
- Communicate the strategy, plans and ideas to the departmental staff
- Promote awareness and ensure adherence to all policies & procedures
- Formulate strategies for the future of his/her own field of work or organization of the department
- Indicate market, sector and technological trends and developments for the coming years.
- Propose and/or implement innovative ideas to enhance business results
- Liaise with key operational functions to ensure client service delivery to agreed benchmarks
- Manage the formulation and implementation of key client service programs
- Responsible for completing the goals set by the management
- Responsible towards the Management Board for specific area of his/her business
- Provide the Managing Board on a regular basis with relevant information pertaining to the organisation of Corporate Banking
- Review and sign-off of departmental reporting
- Lead projects
- Further develop the internal structures for Corporate Banking within
- Support the Board in contributing to the strategy for the future of her/his own department and for the organization of the team
- Prepare and maintain the annual departmental Budget
- Cooperate with other Department Heads to obtain the best financial and commercial results
- Develop and maintain procedures and work instructions
- Internalize and live the values, norms, and behavioural codes of the Bank

Education & Qualifications

- Holder of Degree in Banking or equivalent education.
- MBA will be added advantage
- At least 8-10 years of relevant experience in the sector
- Sound understanding of all corporate products
- Willing to take ownership
- Excellent communication skills in English, both verbally and in writing

Characteristics

- Pro-active approach/self-starter
- Accountability for targets/developments
- People Manager, developing others/talent Management
- interpersonal Effectiveness
- Capable to work in a small team and to take ownership
- Innovative

Reporting To

- Managing Director

Driving Licence

Not Required

To Apply for This Job [Click Here](#)