



# Job Description

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<b>Job Title</b> Head of Corporate Banking	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Head of Department	<b>Industry</b> Banking

**Open to Expatriates**  
Only Open to Tanzanian Nationals

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Banking: 10 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

We are looking for a Head of Corporate Banking to provide the leadership and direction required to develop and manage customer relationships in Corporate Institution also manage and build healthy, profitable and long-lasting relationships with clients and at the same time ensuring that the bank's position is safeguarded. Also grow and manage the bank's loan book and to develop and drive the Bank's Corporate Banking strategy.

## Responsibilities

- Draw up work schedules for identifying and marketing prospective customers
- Maintain good public relations with current and prospective customers
- Definition of marketing and sales strategies of Institutional units
- Development of Corporate Products & Services
- Negotiate Treasury rates with customers in consultation with Treasury to ensure maximum profitability to the bank
- Management and maintenance of existing customer relationships and development of new customer relationships
- Proactive portfolio management: bad debts below 2% of loan book
- Monitor the unit's performance against monthly/quarterly/annual plans
- Prepare the Country annual budget for consolidation and incorporation into the Divisional Budget
- Prepare and present the Country Monthly Profitability Report (MPR) to the Division
- Appraise Unit RM and Account Officers(s)
- Perform other duties as may be assigned by the Line Manager

## Education & Qualifications

- A first degree in Finance, Business Administration, or a related field
- Master's degree or MBA is preferred.

## Requirements

- At least 10-12 years of experience in Corporate Banking, with a minimum of 5 years in a strategic or leadership role.

## Characteristics

- In-depth knowledge of corporate finance, trade finance products, and risk assessment.

- Strong leadership, negotiation, and interpersonal skills; exceptional analytical and problem-solving abilities.
- Knowledge of the financial landscape and regulatory framework affecting corporate banking.

## Driving Licence

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Not Required

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