



Job Description

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Job Title Head of Debt Recovery and Remedial	Job Location Dar es Salaam	Category Credit Management
Job Type Full Time	Job level Senior Manager	Industry Banking
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Banking: 5 Years
Secondary Industry -	Primary Category Credit Management: 5 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The role holder will handle high value under-performing accounts. The actions would include renegotiations/ restructures/workouts, with a view of returning business retaining the accounts in performing status

Responsibilities

- Remediation activities will include review of business viability via examinations of historical performance to identify root cause for poor performance, review projected financials, physical visits to clients, inspection of collaterals, frequent meetings with clients, engaging relevant service providers such as Lawyers, Fund raising agents, valuers, investigators, auctioneers etc.
- Considering the value and complexity of the large corporate accounts the role holder will required to manage the client relationship directly to free up business heads and RMs to focus on the business development.
- Providing timely feedback Credit team and Business colleagues on 'lessons learnt' from weak credits, to inform required changes policies and processes.
- The person will also undertake regular training to staff who undertake the credit process. The person holding the role will also provide input as required into complex DRU cases, supporting rehabilitation of accounts before they are handed back into the performing portfolio managers.

Education & Qualifications

- Degree in a relevant field e.g: Commerce, Economics, Business Administration

Requirements

- At least 6-8 years of work experience in Credit Management and debt recovery and remedial from a reputable commercial Bank.

Characteristics

- Excellent negotiations and relationship management
- Debt structure and covenant setting skills
- Designing and implementation of turnaround strategies and complex negotiations
- Thorough knowledge of BOT prudential guidelines and other Banking Act requirements related to lending.

Reporting To

The Head of Credit

Driving Licence

Not Required

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