

# **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 Payments Dar es Salaam Digital Banking

Job TypeJob levelIndustryFull TimeHead of DepartmentBanking

Open to Expatriates

Only Open to Tanzanian Nationals

#### **Minimum Requirements**

Min Budget Max Budget Primary Industry
- - Banking: 8 Years

Secondary Industry Primary Category Secondary Category

Digital Banking: 5 Years -

Certificate Qualification

. -

#### Summary

This role ensures monthly performance reporting of all subsidiaries to roll up to the Group performance position.

## Responsibilities

- Master the industry payment landscape, and market intelligence
- · Execute Payment strategy to meet revenue and profit targets
- · Optimize all payment channels and platforms at the country
- Form strong relationship with payment partners, card schemes and Fintech's.
- · Manage a strong relationship with payments local regulators.
- · Position the bank as No.1 payment bank in country
- · Own and ensure the bank meets channel count, customers subscription, customer activities, channel utilization
- Maximize pricing, recognize cost accrual and timely application on a monthly basis, and reporting of financial performance by the 1st of new months.
- Custodian of multichannel systems like ATMs & POS, Agency Banking, Mobile banking, Card Switch, Bank App, Internet Banking, Cash Collections, Bill Payments systems and third parties' channels system integrations i.e. TRA, GEPG, Billers.
- · Ensure financial performance of Payment: surpass Revenue target, minimize cost and maximize profit.
- Ensure efficiency and effectiveness of payment channels across the Bank's network.
- Update the Managing Director of situations, issues, opportunities, relationships and performance of Payments channels.
- Work with Payment partners to drive innovative solutions and collaborations to drive growth and innovation.
- Work with IT and solution providers to develop new Payment solution for the Bank to match the capabilities at the center of excellence
- Ensure timely and monthly report of channel optimization (subscription, deployment, sales, and financial performance)

#### **Education & Qualifications**

• Bachelor's degree or equivalent work experience in Business, Finance, Management, IT (or equivalent field, Master of Business Administration, or equivalent work experience).

#### Requirements

- · Experience in IT or Digital payment development or management
- · Good understanding of payment products and regulations

- Strong Marketing and Sales skills to drive retail, SME and Corporate adoption
- Excellent interpersonal skills: Relationship management
- Finance: Experience in managing revenue, cost, profit management and reporting
- Sharp business acumen including ability to assess risk and appropriate levels of return, strong leadership capability, deliverance, objectivity, excellent interpersonal skills, multicultural awareness and sensitivity
- Good understanding of regulatory compliance and corporate governance.
- Ability to nurture effective relationship with local regulators as well as government bodies and officials.

## **Reporting To**

Managing Director

# **Driving Licence**

Not Required

To Apply for This Job Click Here