



# Job Description

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

## Job Title

Manager Public Sector & Institutional Banking

## Job Location

Dar es Salaam

## Category

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## Job Type

Full Time

## Job level

Manager

## Industry

Banking

## Open to Expatriates

Only Open to Tanzanian Nationals

## Minimum Requirements

### Min Budget

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### Max Budget

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### Primary Industry

Banking: 6 Years

### Secondary Industry

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### Primary Category

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### Secondary Category

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### Certificate

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### Qualification

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## Summary

The role holder will be responsible for driving business growth (Asset, Liabilities and Customer numbers), revenue and Profitability for the Public Sector and Institutional Clients. This entails leading a Relationship Management Team to Partner with the other business units (Transactional Banking, Trade, Asset Finance, and Insurance as applicable) to co-create a business solutions-oriented value proposition. This will be the vehicle through which the team will sell Banking solutions and cross-sell other Bank products in close cooperation with other Corporate Banking, Retail Banking, Treasury and other functions) whilst creating and sustaining value-based customer relationships. This sector includes government and its agencies, Learning Institutions, Professional Firm Establishments, International and non-governmental organisation, and strategic partnerships.

## Responsibilities

- Identify and acquire new customers through marketing of a full range of bank's products and services.
- Preparation of the pipeline of potential customers, tracking and monitoring its performance.
- Monitor and ensure high quality and consistent service delivery to customers and ensure timely response to their banking needs in line with set quality standards.
- Proactive business development through an effective call program to both existing and prospects, explore business opportunities in order to grow the deposits book.
- Monitoring the performance of existing portfolio and ensuring its growth.
- Recommend negotiated price of products and services for the portfolio.
- Seek 'cross-selling' opportunities for other products and services through proactive and aggressive business development and marketing.

## Education & Qualifications

- University Degree in Business related field. Post graduate and or Banking qualifications will be an added advantage

## Requirements

- 6-8 years' relevant experience (in well-established organizations) in corporate banking, with at least 5 Years' in PSI roles
- Track record of attaining targets of business growth and profitability in the financial services and banking sector.
- Have appreciation and operating knowledge of the banking industry, market, trends as well as challenges
- Sound understanding of statutory and regulatory requirements of corporate governance, business, and banking operations.
- Nurturing Talent, Leading teams – capable of empowering and leading teams to deliver stretch targets

- Customer & Client Focused Innovation – able to meet the demands of internal and external customers
- Meaningful Collaboration – Ability to establish key partnerships and facilitate, influence, collaborate and establish accountability through all levels of the organisation to help drive uptake of the Bank’s products and services
- Ability to prioritise, meet deadlines and work under pressure

## Characteristics

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- Demonstrable cross-cultural, people and relationship management skills, networking and negotiation skills, team motivation and leadership competence.
- Innovative and creative – ability to think creatively and develop innovative solutions
- Excellent interpersonal, communication and presentation skills

## Reporting To

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- Head Corporate Banking

## Driving Licence

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Not Required

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