



# Job Description

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<b>Job Title</b> Relationship Manager - Corporate	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Intermediate	<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> -
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

Managing the Bank's portfolio of corporate clients that is dully assigned to you by initiating, developing, and maintaining a mutual beneficial relationship between the clients and the Bank.

## Responsibilities

- Growth in business volumes, customer base and wallet share for Corporate Customers
- Adhere to and application of established policies, processes, and tools to achieve optimal efficiency, compliance and cost containment.
- Minimize exposures to and impact of risks associated with KYC, AML and portfolio maintenance.
- Manage customer expectations.
- Creatively tailor products to meet customer needs.
- Using existing customers as referrals for new customers.
- Increase the bank's customer base by recruiting new customers for Asset-backed facilities and other products.
- Conduct customer visits.
- Provide relevant and timely information about clients on portfolios.
- Participate in departmental meetings to defend facility proposals.
- Ensure the achievement of revenue according to the set target.
- Achieve the contracted business growth targets in assigned segments.
- Improve and maintain follow-ups and control.
- Ensure that the negative variances are properly defined, and corrective actions are taken.

## Education & Qualifications

- Bachelor's degree in Marketing, Finance, Accounting, Business Administration, or any other related field.

## Requirements

- 5 years of work experience in banking business.

## Reporting To

Head of Corporate Banking

## Driving Licence

Not Required

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