



# Job Description

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<b>Job Title</b> Relationship Manager- Corporate Banking	<b>Job Location</b> Dar es Salaam	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Manager	<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: 5 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

We are seeking a Relationship Manager- Corporate Banking to originate new business, retain and grow existing clients, and identify opportunities to cross-sell and upsell the bank's products and services, in line with strategic objectives to achieve profitable and sustainable revenue growth.

## Responsibilities

- Draw up work schedules for identifying and marketing prospective customers
- Maintain good public relations with current and prospective customers
- Plan and report on Marketing calls for the unit
- Structure credit facilities to address customers' needs and prepare/review credit proposals with the Sector Head
- Monitor and ensure customers' compliance with credit agreements
- Present to and defend proposals before the Credit Committee
- Proactive portfolio management: bad debts below 2% of loan book
- Provide on-the job training for Account Officers
- Negotiate foreign exchange and credit rates with customers within limits set by the bank to ensure maximum profitability to the bank
- Monitor the unit's performance against monthly/quarterly/annual plans
- Prepare the Unit's annual budget for consolidation and incorporated into the Group budget by the Group Head
- Prepare and present the Unit's Monthly Profitability Report (MPR) to the Group
- Appraise supervised Account Officer(s)
- Perform other duties as assigned by the Sub-Sector Head

## Education & Qualifications

- A bachelor's degree in finance, Business Administration, or a related field.
- A master's degree or relevant certification is a plus.

## Requirements

- Minimum of 5 years' experience in corporate banking or a related role, with a proven track record of managing corporate relationships and achieving sales targets.

## Characteristics

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- Strong financial analysis and credit assessment skills.
- Excellent communication and interpersonal skills.
- Ability to work collaboratively with internal teams and influence stakeholders.
- Strong negotiation skills and client-oriented mindset.

## Driving Licence

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Not Required

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