



Job Description

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Job Title Relationship Manager - Public Sector	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level 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 -	Secondary Category -
Certificate -	Qualification -	

Summary

Relationship Manager will be responsible to give leadership and direction required to ensure that customer relationships are developed and maintained by providing excellent financial products and services that add value to the customer while minimizing costs and risk to the bank

Responsibilities

- Implementation of the Bank's Public Sector Strategy
- Development of Public Sector products and services
- Management and maintenance of existing customer relationships and development of new customer relationships
- Management of credit risk framework
- Fund the bank with cheap liabilities
- Prepare weekly reports
- Achieve profitability, deposit and other performance targets
- Monitor the unit's performance against monthly/quarterly/annual plans
- Prepare the team's annual budget for consolidation and incorporation into the bank's budget.
- Prepare and present the Monthly Profitability Report (MPR) to the banks management
- Appraise Relationship Officers
- Perform other duties as assigned by management.

Education & Qualifications

Bachelor's degree in Finance, Business Administration, Public Administration, or a related field

Requirements

- Minimum of 5 years' experience in relationship management, preferably within the banking or financial services sector
- Experience dealing with public sector clients and understanding government

Characteristics

- Strong communication and negotiation skills.
- Excellent analytical and problem solving abilities.
- Ability to work collaboratively with cross-functional teams.

- Proficiency in using banking software and Microsoft Office Suite.

Driving Licence

Not Required

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