



Job Description

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Job Title Senior Manager - Trade Finance	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Senior 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

Reporting to the Head of Commercial, the role holder shall be responsible for driving trade finance product sales across the business units (Corporate, Branches) in accordance with agreed objectives through participation in definition and implementation of commercial strategies

Responsibilities

- Create a suitable structure for the best trade finance products, process and procedures including an end to end process flow between the front office and back-office functions.
- Liaise with all trade finance stakeholders i.e. branches, customers & correspondent banks, to ensure that the Bank's interests are properly represented and safeguarded.
- Develop Service Level Agreement between relating to trade finance unit and the various stakeholders with the aim to improve service and business efficiency.
- Actively disseminate bank Trade Finance capabilities through business interaction (clients and staff), formal internal/external presentations demonstrating the bank's abilities in facilitating trade.
- Identify and negotiate business opportunities with Branch clients and develop overall strategies for business development in order to increase wallet share.
- Prepare a programme for branch visits, workshops and training for branches, Head Office staff, customers and other

stakeholders.

- Manage the performance of subordinate staff and develop and implement training and development plans to ensure their performance is aligned with business goals and objectives.
- Build a performance-driven team by setting SMART objectives, constantly reviewing the department and individual performance against these objectives and providing the appropriate support, motivation and guidance to staff to achieve these objectives

Requirements

- Demonstrated understanding of the Bank's major product offerings to clients especially syndication, co-financing, club deals, correspondent banking products including letters of credit, factoring, forfaiting, structured trade finance, carbon financing, corporate finance risk participations, project-related financing and considerable knowledge of how these work.
- Demonstrated understanding and experience of the structured trade finance operating model as a basis for the mitigation of identified risks in potential business transactions and especially in the areas of credit risk management and monitoring
- International Trade basic knowledge
- Marketing skills
- Computer literate i.e. Ms Word, Ms Excel
- Relationship management skills

Reporting To

Head of Commercial

Driving Licence

Not Required

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