



# Job Description

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|                                                                |                                      |                              |
|----------------------------------------------------------------|--------------------------------------|------------------------------|
| <b>Job Title</b><br>Senior Manager – Trade Finance             | <b>Job Location</b><br>Dar es Salaam | <b>Category</b><br>Financing |
| <b>Job Type</b><br>Full Time                                   | <b>Job level</b><br>Senior Manager   | <b>Industry</b><br>Banking   |
| <b>Open to Expatriates</b><br>Only Open to Tanzanian Nationals |                                      |                              |

## Minimum Requirements

|                                |                                               |                                             |
|--------------------------------|-----------------------------------------------|---------------------------------------------|
| <b>Min Budget</b><br>-         | <b>Max Budget</b><br>-                        | <b>Primary Industry</b><br>Banking: 5 Years |
| <b>Secondary Industry</b><br>- | <b>Primary Category</b><br>Financing: 5 Years | <b>Secondary Category</b><br>-              |
| <b>Certificate</b><br>-        | <b>Qualification</b><br>-                     |                                             |

## Summary

Responsible for growth of trade finance business within the bank. This covers for Deposit Mobilization, Growth of quality assets and Cross selling of other bank products to existing and new customers while maintaining business relationship with existing and new customers in accordance with Bank's strategic focus.

## Responsibilities

- Create a suitable structure for the best trade finance products, processes, 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 a Service Level Agreement relating to the trade finance unit and the various stakeholders with the aim of improving service and business efficiency.
- Actively disseminate EQBTL Trade Finance capabilities through business interaction (clients and staff), and 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 EQBTL 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 and provide the appropriate support, motivation, and guidance to staff to achieve these objectives
- Perform any other duties as may be assigned by the immediate supervisor.

## Education & Qualifications

Must possess at least a bachelor's degree in commerce/business or other related fields from any recognized University. Professional certifications related to the banking business will be an added advantage to the position.

## Requirements

Minimum of 5 years of corporate and/or Trade finance business

## Characteristics

- Negotiation Skills

- Team Player
- Strong Business Acumen
- Analytical and Problem-Solving Skills
- Ability to deal with ambiguity, tight timelines, multiple priorities, and demanding customers, in a fast-moving, constantly changing environment
- High degree of professionalism, maturity, and confidentiality
- Ability to build strong working relationships, internal and external to the organization.
- Good analytical and numerical skills
- High level of discretion

### Reporting To

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Head – Trade Finance

### Driving Licence

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Not Required

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