

We're hiring! Join our Team



Position

**Head,
Retail Banking**

Location : **Head Office**



Qualified candidates **MUST** send their **CV & Cover Letter** attached with all **academic certificates**.

All applications **MUST** be sent electronically through:
Email: **recruitment.tanzania@ubagroup.com**
Email subject: **HEAD, RETAIL BANKING : OCT, 2023**

Deadline: 08th October 2023



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JOB OBJECTIVES

To establish and maintain positive customer relationships, plan and deliver an effective retail marketing strategy and monitor the progress of new and existing products; as well as provide operational management support on a day-to-day basis.

DUTIES & RESPONSIBILITIES

- Directly supervise the activities of Business Managers to ensure optimal achievement of set targets
- Contribute to the preparation of annual marketing plans and strategies for liability generation to enable Business Managers achieve targeted growth objectives.
- Recommend the creation of risk assets to increase business office profitability
- Contribute to the effective launching of new products to ensure favourable market response and optimum build-up of revenue
- Monitor and assign targets to Business Managers to ensure effective focus on target achievement
- Maintain and acquire customer relationships to improve deposit liability growth and mix.
- Relationship Management of High Net worth Customers
- Network with all potential clients in all relevant categories of own locality



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KEY PERFORMANCE INDICATORS

- % attainment of annual target (Deposit and Risk Asset)
- Effectiveness at taking high profile marketing calls with a view to establishing new relationships
- Timeliness & effectiveness in completion of assigned tasks
- Efficiency at executing scheduled and adhoc assignments

JOB REQUIREMENTS

- First degree in any field (a Professional qualification in Banking or Accountancy)
- Job holder must have at least 10 years working experience of which 8 must have been in the banking industry.



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KEY COMPETENCY

Knowledge

- Strong credit and marketing skills.
- Must be self solution driven, proactive and have an
- In-depth knowledge of the business environment
- Knowledge of banking operations

Skills/Competencies

- Ability to evaluate needs of customers, and determine what products or service would best serve those needs
- Strong interpersonal and communications skills
- Strong leadership and negotiations skills
- Exhibit drive energy, aggression and passion for business development and acquisition
- Leadership skills

Kindly note that,
only shortlisted candidates
will be **contacted!**



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