



# Banker, Business

## Job Overview

Business Segment: Business & Commercial Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job ID: 80421992

Date Posted: 12/19/2023

## Job Description

To support the Manager Acquisition with the day-to-day administrative, sales, operational and credit management functions. To ensure that all compliance requirements are met and act as a central office-bound contact point for the client, providing sales and service fulfilment aligned to segment targets.

## Qualifications

### *Minimum Qualifications*

Must possess bachelor's degree in business disciplines.

Minimum of 5 years in sales & Business development roles spanning across diverse sectors such as Banking, consumer goods industries (FMCG) and Telecommunications

Experience in Fintech / Digital financial services providers /e-commerce will be an added advantage.

## ***Experience Required***

### **Relationship Banking (Client Coverage)**

Business and financial acumen

Knowledgeable about domestic trade

Strong communication & Interpersonal skills

Stakeholder management

Ability to lead a team.

### **Responsibilities**

Grow the business banking portfolio with focus on Domestic trade & Merchant solutions

Support domestic traders & merchants to access credit facilities and advisory services from the Bank.

Stakeholders' management

Build rapport and partnerships with trade associations and relevant stakeholders.

Advise and build solutions to support Domestic and international Trade.

Design and build innovative merchant solutions.

## **Additional Information**

### **Behavioral Competencies:**

- Articulating Information
- Conveying Self-Confidence
- Embracing Change
- Following Procedures
- Interacting with People
- Managing Tasks
- Meeting Timescales

- Producing Output
- Showing Composure
- Taking Action
- Team Working
- Thinking Positively

**Technical Competencies:**

- Account Opening & Maintenance
- Product and Services Knowledge
- Product Knowledge (Trading, Transacting)
- Product Related Systems (Business Banking)
- Risk Awareness
- Risk Identification
- Risk Management

To Apply, [\*\*CLICK HERE\*\*](#)

# Banker, Business - Mwanza

## Job Overview

Business Segment: Business & Commercial Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job ID: 80421993

Date Posted: 12/19/2023

## Job Description

To support the Manager Acquisition with the day-to-day administrative, sales, operational and credit management functions. To ensure that all compliance requirements are met and act as a central office-bound contact point for the client, providing sales and service fulfilment aligned to segment targets.

## Qualifications

### *Minimum Qualifications*

Must possess bachelor's degree in business disciplines. (Finance, Banking, accounting and Business administration)

Minimum of 5 years' experience in sales and Business development roles within the Banking sector

### *Experience Required*

#### **Relationship Banking (Client Coverage)**

Business & Commercial Banking

3-4 years

Experience as an Account Analyst with exposure to lending principles, sales and client servicing. Experience in a back-office Account Support or Customer Service Support role to understand how to interact with the client as well as to process client queries and requests. Experience in Credit or Retail Credit Collections responsible to complete credit applications. Must have relevant intermediary experience in respect of FAIS.

## Additional Information

### Behavioral Competencies:

- Articulating Information
- Conveying Self-Confidence
- Embracing Change
- Following Procedures
- Interacting with People
- Managing Tasks
- Meeting Timescales
- Producing Output
- Showing Composure
- Taking Action
- Team Working
- Thinking Positively

### Technical Competencies:

- Business and financial acumen
- Strong communication and interpersonal skills
- Familiar with the Business environment of the north western regions (Lake zone)
- Portfolio management
- Sector expertise – Deep & diverse understanding of the sectors that drives the economy in the north-western region (Lake zone)
- Account Opening & Maintenance
- Product and Services Knowledge
- Product Knowledge (Trading, Transacting)
- Product Related Systems (Business Banking)
- Risk Awareness
- Risk Identification
- Risk Management

To Apply, [\*\*CLICK HERE\*\*](#)