

# We're hiring! Join our Team



## Position

**HEAD DIGITAL  
& TRANSACTION BANKING SALES**

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: **APPLICATION FOR HEAD DIGITAL & TRANSACTION BANKING SALES**

**Deadline: 13th January 2024**



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## ROLES & RESPONSIBILITIES

### 1. Business Growth & Strategy

- Develop and drive Digital Banking Sales strategy, Digital products penetration, usage and mandate acquisition
- Drive product promotions, activation and training for collections and payment products in order to generate awareness, interest and usage of the Bank's products and services
- Drive acquisition of major corporate and public sector collection mandates
- Establish and Manage profitable relationships with third party aggregators Mobile Money Agents (super and sole agents for agency Banking) payment & collection platform companies
- Articulate winning strategies to create market space for all our products in the consumer, commercial & corporate segment
- Identify market opportunities, potential hubs and customer needs in order to proactively provide value adding products/ services that meet their anticipated needs
- Drive sales and product/channel penetration of retail e-Products at branch level in collaboration with BMs (Mass Market, Mass Affluent, SME)
- Drive sales of corporate solutions in collaboration with RMs (Institutions, Local Corporates, Public Sector)
- Drive acquisition and deployment of PoS, Web collection and corporate solutions
- Supervise the Transaction Banking Team



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## ROLES & RESPONSIBILITIES

### 2. Product Management

- Ensure the achievement of the profitability target for Digital products
- Ensure the achievement of the Banks budget for Digital products in volume and mandate
- Disseminate product performance reports & offer performance improvement insights & strategies for poorly performing segments.
- Engage segments with the view to driving products budget, implementing strategies, and tracking campaign compliance and results for improved performance.
- Provide necessary strategic direction and guidance to product marketing units to ensure successful launching of new Initiatives and sustenance of existing ones.
- Advise the country Segment heads on new business opportunities and develop strategies for financial benefit realization.



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**REQUIREMENT & QUALIFICATIONS**

- Bachelor Degree in Business or any related subject
- Job holder must have at least 7 years working experience of which 5 must have been in the banking industry preferably in any of the following fields – Digital banking Products Development/Management, Marketing & Sales.

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



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### KEY PERFORMANCE INDICATORS

- Achieve the approved Transaction Banking PBT target.
- No. of New Accounts, Volume, Product Sales / Revenue
- % off e-Products penetration ratio for Personal Banking Customers
- Revenue from Corporate Solution Deployment (Payments: U-Pay, Pay Manager, Collection: Bank Collect Solutions)
- Number of active POS Deployed and Web collection mandates signed in the coverage area



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# We're hiring! Join our Team



Position  
**Relationship  
Manager**



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](mailto:recruitment.tanzania@ubagroup.com)

Email subject: **Application for Relationship Manager - (Dar es Salaam or Mwanza)**

**Deadline: 13th January 2024**



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### JOB OBJECTIVE(S)

- To establish and maintain positive customer relationships through a bundle of new and existing products.

### DUTIES & RESPONSIBILITIES

- Prepare documentation on the creation of risk assets to increase business office profitability.
- Aggressively market the bank's products to ensure favorable market response and optimum build-up of revenue.
- Solicit and acquire customer relationships to improve deposit liability growth and mix.
- Ensure the reactivation of dormant accounts and relationships to improve deposit liability growth and profitability.
- Making calls and visiting business customers as well as attending meetings
- Implementing the delivery of marketing strategies and targets
- Processing data to produce accurate facts, figures, and reports
- Facilitating, establishing and maintaining effective relationships with new and existing customers;
- Reactivating dormant customer relationships
- Any other duty that may be assigned by your supervisors



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### KEY PERFORMANCE INDICATORS

- Must deliver on all financial targets

### QUALIFICATIONS & EXPERIENCE

- First degree in any field.
- Job holder must have at least Three (3) years banking experience in retail sales

### KEY COMPETENCY REQUIREMENTS

#### Knowledge

- Must exhibit drive energy, aggression and passion for business development and acquisition
- Must be technology savvy

#### Skills/Competencies

- Ability to evaluate needs of customers, and determine what products or service would best serve those needs
- Interpersonal and communications skills.
- Selling and marketing skills
- Must be self solution driven, proactive and have acceptable knowledge of the business environment

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# 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 : JAN, 2024**

**Deadline: 13th January 2024**



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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

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