

# WE ARE HIRING

**ACB**  
AKIBA COMMERCIAL BANK PLC  
*benki kwa maendeleo yako*

## HEAD BUSINESS BANKING

We are seeking for talented, dynamic, self-driven and results oriented individual who is committed to performance excellence and participating in our growth strategy.



+255 (746) 811 510  
info@acbtz.com | www.acbbank.co.tz

The position is responsible for the management of the Commercial and SME portfolio and coordination of all the relevant products, services and resources to achieve the agreed targets and profitability of the segment.

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## THE ROLE

- Responsible for managing the retail banking side of the bank and overseeing the banks network of branches and agents.
- Drive profitable revenue and volume growth with a focus on new acquisition and deepening of existing customer relationship.
- Identify and develop product solutions and bundles to meet the needs of Commercial and SME banking customers.
- Overseeing branch and agency performance and ensuring operational efficiency through revenue maximization and cost containment.
- Cascading strategic goals into departmental operational plans in order to achieve the targeted growth in sales and profit.
- Contribute to the development of business strategy and providing a view on potential improvements for products or services and assessment of the existing situation and anticipated changes in the external environment.
- Work closely with Senior management in implementing retail banking strategies and executing the set targets for branches.
- Supervise and monitor the branch's P & L.
- Lead in the implementation of a systematic relationship management approach to enhance capability and consistency in the sales management.
- Drive and embed a strong performance culture through inspiring, motivating and rigorous performance management discipline



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## THE CANDIDATE

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- University Degree in Economics, Business Administration, Finance, Marketing; MBA is an added advantage.
- Minimum 10 years of relevant banking experience 3 of which must be heading a Commercial and SME banking segment.
- Thorough business understanding and knowledge of the market segment.
- Strong credit analysis, documentation and relationship management skills.
- Ability to assess customer needs and develop products that suits their needs.
- Demonstrated strength in driving business efficiencies



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## APPLICATION INSTRUCTIONS

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If you meet the above requirements and ready for great challenges



**mail:**

Covering letter and  
Your Curriculum vitae

To [recruitment@acbtz.com](mailto:recruitment@acbtz.com)

March 10, 2024



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