

We're hiring! Join our Team



Position

**Digital Banking
Sales Officer**

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: **SALES OFFICER, DIGITAL BANKING : MARCH, 2024**

Deadline: 09th March 2024



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The UBA Mobile App**
or go to bit.ly/newUBAmobile

www.ubatanzania.com
Africa, USA, UK, France, UAE
Africa's Global Bank

JOB OBJECTIVES

- Drive sales, usage, profitability and growth of digital banking products in the country
- Ensure deployment of all digital banking products within the country
- Increase the penetration (utilization) of UBA digital banking products in the Public & Private Sector Organizations
- Scope and Identify all potential digital banking customers in the country



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DUTIES & RESPONSIBILITIES

- Create and implement strategies to drive digital banking budget for the bank in-country
- Create and implement strategies to ensure that the bank is number one within the digital banking space in the subsidiary country in terms of profitability, product innovation and product features & functionalities
- Effectively utilize the bank's network for the sale of electronic banking products and solutions
- Ensure effective supervision of the digital banking sales team in-country through regular interactions/meetings, weekly performance review with feedback, and coaching & mentoring of under-performing team members
- Ensure high level of product knowledge among staff within the subsidiary country through regular training
- Be responsible for managing the entire digital banking portfolio of the bank in-country
- Proactively identify and escalate issues that will crop up in all digital banking relationships and follow up to ensure effective resolution of those issues
- Disseminate the bank's digital banking strategy at all levels of staff within the subsidiary country
- Ensure all electronic banking products, channels and solutions deployed are profitable
- Conduct market research of electronic banking products within the market twice a year and submit recommendations for management's approval and ensure implementation of the recommendations as approved by management
- Review performance of all digital products and digital solutions at the end of every month and come up with strategies to meet gaps/shortfalls in budget achievement



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JOB REQUIREMENTS

EDUCATION

- Bachelor Degree or equivalent
MBA/ Master's Degree or a relevant professional qualification will be an advantage

EXPERIENCE

- Minimum of three (3) years' experience in digital banking sales.

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



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