



1. SENIOR SPECIALIST CORPORATE - BANCASSURANCE

Department: DEPARTMENT OF RETAIL BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

Responsible to grow and manage Corporate Bancassurance portfolio and to identified business opportunities for all lines of business within a unit ; responsible for retention thus achieving the delivery of the Business Budget as well as ensuring sustainable, profitable business operations.

Principle Responsibilities

- Responsible in overseeing the daily insurance sales in the respective business unit.
- Ensures compliance with organizational policies, procedures and quality standards including TIRA.
- Works in close coordination with different stakeholders to develop corporate business strategy and articulate action plans to drive the focus of business towards archiving the company objectives.
- Undertakes internal and external training initiatives to expand the technical skills of Underwriters across the Banks.
- Responsible in ensuring all renewals are done on time and ensure maximum client retention while generating more leads and support in closing of the same.
- To drive and support Zonal and Branch managements in terms of renewals and business acquisitions for Corporate Portfolio.
- Validate all proposals/inquiries/quotation received directly or through the Branches for compliance.
- Provides underwriting technical guidance on matters related to defining scope of cover, development of policy terms, premium finance, tenor of coverage etc. to Zone and branches in ensuring the achievement of the targets.

- Analyse sales data on sales results and develop plans to address performance gaps.
- Responsible for proposing and implementing cost effective solutions for the efficient and effective operations of the Bank
- Find new customers and persuade existing ones to buy extra services/products (Cross and upselling).
- Submission accurate, quality and timely business reports and use these to compile departmental reports for review by senior management and the Bank management in terms of Daily, Weekly and Monthly.
- Gathering information from clients, assessing their insurance needs and risk profile;
- Building and maintaining ongoing relationships with clients including scheduling and attending meetings and understanding the nature of clients' businesses or lives;
- Researching insurance companies' policies and negotiating with underwriters to find the most suitable insurance for clients at the best price;
- Arranging specialized types of insurance cover in complex cases; this may involve preparing reports for insurance underwriters and surveyors and negotiating with insurers;

OTHER RESPONSIBILITIES:

- To participate in driving the different Insurance marketing initiatives/campaigns. This will include ad hoc activities/promotions for the branches and media.
- To steer the development of new products with the other departments.
- Oversee the process of bidding the tenders and after sale services to corporate clients.

Qualifications Required

- Bachelor's degree in insurance/risk management/ business administration any related Business subjects from accredited higher learning institution.
- Presence of Certificate in Proficiency in Insurance (COP)/ Certificate in Insurance (CII)
- 5 years' experience within the Insurance Industry with the 4 years' sales experience.
- Ability to cross sale all lines of Insurance Business (General, Life, Medical and Agriculture)
- Self-starter & Resilient
- Expertise in medical and general Insurance business
- Excellent planning & organization skills with ability to Multitask .
- Excellent Interpersonal & communication skills both written and verbal.

CRDB Bank is dedicated to upholding Sustainability and ESG practices and encourage applicants who share this commitment. The Bank also promotes an inclusive workplace, hence applications from women and individual with disabilities are encouraged.

It is important to note that CRDB Bank does not charge any fees for the application or recruitment process, and any requests for payment should be disregarded as they do not represent the bank's practices.

Only Shortlisted Candidates will be Contacted.

Deadline: 2024-07-03

Employment Terms: PERMANENT

To Apply, [CLICK HERE](#)

2. DATA SCIENTIST

Department: EXECUTIVE

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

Responsible for combining expertise in statistical analysis, programming, and domain knowledge to extract valuable insights and solve complex problems using data-driven approaches.

Principle Responsibilities

- **Data Exploration and Preparation:** Responsible for understanding the available data and performing exploratory data analysis (EDA). Assess data quality, handle missing values, outliers, and transform raw data into a format suitable for analysis.
- **Statistical Analysis and Modelling:** Employing statistical techniques to identify patterns, relationships, and trends within the data. Build predictive and prescriptive models, such as regression, classification, clustering, time series, and optimization models, to make informed decisions and generate actionable insights.
- **Machine Learning and AI:** Applying machine learning algorithms and artificial intelligence techniques to train models that can automatically learn from data, make predictions, and classify information. Select appropriate algorithms, perform model training, optimization, and evaluation to ensure accurate results.

- **Feature Engineering and Selection:** Engineer relevant features from the available data, which enhance model performance. Identify the most informative features and employ techniques like dimensionality reduction to eliminate irrelevant or redundant variables.
- **Data Visualization and Communication:** Create visual representations of data, such as graphs, charts, and interactive dashboards, to communicate findings effectively to stakeholders. Explain complex technical concepts in a clear and concise manner to facilitate decision-making.
- **Collaboration and Domain Expertise:** Collaborate with cross-functional teams, including business analysts, engineers, and domain experts, to understand the context and requirements of the analytics projects. Incorporate domain knowledge into the analysis and ensure that the results align with business goals.
- **Model Deployment and Monitoring:** Deploy models into production systems, integrating them with existing software or infrastructure. Monitor model performance, track key metrics, and implement strategies to retrain or update models when necessary to maintain accuracy and relevance.
- **Data Privacy and Ethical Considerations:** Adhere to ethical guidelines and ensure compliance with data privacy regulations. Handle sensitive information responsibly and implement safeguards to protect data privacy and security.
- **Continuous Learning and Innovation:** Stay up to date with the latest advancements in data science, machine learning, and analytics. Explore new techniques, tools, and methodologies to improve skills and contribute to the innovation and growth of the advanced analytics unit.

Qualifications Required

- A bachelor's degree in a relevant field such data science, statistics, machine learning, computer science, mathematics, or a related field.
- Proficiency in programming languages like Python or R
- Familiarity with popular data science tools and libraries such as Jupyter Notebook, Pandas, NumPy, scikit-learn, TensorFlow, or PyTorch
- Familiarity with libraries like Matplotlib, ggplot, or Tableau
- Experienced using Azure ML, AWS, H2O, and other cloud-based solutions.
- Strong knowledge of statistics, probability theory, and mathematical concepts is crucial.
- Skills in hypothesis testing, regression analysis, experimental design, and statistical modelling.
- Proficiency in programming languages such as Python or R. Additionally, knowledge of tools like Jupyter Notebook, Pandas, NumPy, and scikit-learn is beneficial.
- Machine Learning and AI.

- Data Wrangling and Visualization
- Domain Knowledge
- Problem-Solving and Critical Thinking
- Communication and Storytelling
- Big Data and Distributed Computing
- Experimental Design and A/B Testing

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Only Shortlisted Candidates will be Contacted.

Deadline: 2024-07-05

Employment Terms: PERMANENT

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