



**Senior Officer – Planning,  
Monitoring And Evaluation at TIB  
Development Bank**

TIB Development Bank Limited is Development Finance Institutions (DFI) wholly owned by the Government of United Republic of Tanzania. The bank has been established and exists under the Companies Act, 2002. The focus of TIB Development Bank as a premier national DFI is on national projects that aim at the attainment of the Tanzanian Development Vision 2025. The bank's mandate is to support the Government in achieving rapid economic growth through the development of industries, infrastructure, services sectors, as well as oil and gas sectors. In this regard, activities of TIB Development Bank have specifically expanded and the bank now invites suitable, qualified, and skilled applicants to fill the vacant positions: –

**Senior Officer – Planning, Monitoring And Evaluation at TIB Development Bank**

**Position: Senior Officer – Planning, Monitoring And Evaluation**

TIB Development Bank – Tanzania

Dar es Salaam

**Nature of Scope**

The nature of this position is to provides technical support to identify key indicators for preparation of Monitoring & Evaluations plans for the cross Directorates, Units, Departments & sections of the bank in general. Also, the incumbent should have to establish goals and define the methods by which these goals are to be attained. The successful candidate will report to Manager Planning, Monitoring and Evaluation. S/he will be responsible for conducting situation analysis and provide advice on corporate development.

**Key Responsibilities**

- To collect and compile data needed for planning and monitoring the bank's corporate annual and strategic plans;

- To participate in and/or coordinate the preparation of plans and reports;
- To conduct Situation Analysis and provide advice on corporate development;
- To conduct baseline survey for establishment of Monitoring Plan;
- To participate in the preparation of the bank's corporate strategic and annual plans in compliance with relevant guidelines;
- To conduct monitoring and evaluation of Strategic Plan and budget implementation; and
- To perform any other related duties as may be assigned by the supervisor.

### **Academic and Professional Qualifications**

- Holder of bachelor's degree in one of the following fields: Economics, Project Planning and Management, Accounting, Finance, Business Administration, Banking, Marketing, Economic Planning, or equivalent qualifications from recognized institutions with working experience of at least seven (7) years in related field.

### **Working experience, skills, and knowledge:**

- At least 7-years proven and demonstrable working experience in the financial services sector.
- Having relevant skills in planning, monitoring, and evaluation
- Knowledge of the financial services sector regulatory framework
- Sound knowledge in identifying and managing partner relationships.
- Ability to work against tight deadlines.
- Having skills of engaging teams for delivery of results

### **REMUNERATION**

- TIB Development Bank Limited is an equal opportunity employer. The bank offers an attractive remuneration package, career development opportunities and an excellent working environment.



## **Business Development Officer at TIB Development Bank**

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### **Business Development Officer at TIB Development Bank**

Position Name: **Business Development Officer**

TIB Development Bank – Tanzania

Dar es Salaam

### **Nature and Scope**

Business development is the process of planning for future growth by identifying new opportunities, forming partnerships, and adding value to a Bank. The successful candidate will be reporting to Manager Business Development. S/he will be responsible for identifying and collecting pertinent information on new business opportunities for the bank and developing effective and sustainable relationships with the bank's clients.

### **Key Responsibilities**

- To identify and collect pertinent information on new business opportunities for the bank.
- To develop and maintain effective and sustainable working relationships with the bank's clients.
- To identify, track and add qualified prospects to sales pipeline.

- To develop awareness of products and services offered and present TIB services in a distinctive manner.
- To contribute ideas regarding products, processes and procedures relating to the bank's development financing services.
- To analyze financial reports and forecasts presented by customers as part of loan applications
- To prepare proposals in the form of memorandum and submit for management decision regarding customer applications for financing.
- To coordinate sales teams to develop mutually beneficial proposals
- To negotiate contract terms with clients and communicate with stakeholders
- To monitor project teams to ensure contracts are executed as agreed
- To gather useful information from customer and competitor data
- To make and give presentations to prospective clients and internal executives
- To create and implement processes and policies to support the overall business
- To track and report on the status of proposal components
- To conduct ongoing market research
- To drive the end-to-end sales process, prepare and submit sales contracts

### **Educational Qualifications:**

- A holder of Degree in either Business Administration, Economics, Accounting, Commerce or Agribusiness, master's degree in business, Commerce, Finance, Accounting, Economics or in any relevant technical area is added advantage.
- Working experience, skills, and knowledge:
- At least 4-years proven and demonstrable working experience in the financial services sector.
- Having relevant skills in credit & financial analysis
- Proven experience in business/ credit appraisals
- Having relevant skills in financial services and project management
- Knowledge of the financial services sector regulatory framework
- Sound knowledge in identifying and managing partner relationships.
- Ability to work against tight deadlines.
- Having skills of engaging teams for delivery of results





**Principal Officer – Business  
Development at TIB Development  
Bank**

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**Principal Officer – Business Development at TIB Development Bank**

**TIB Development Bank – Tanzania**

**Dar es Salaam**

**PRINCIPAL OFFICER – BUSINESS DEVELOPMENT**

**Nature and Scope**

Business development is the process of planning for future growth by identifying new opportunities, forming partnerships, and adding value to a Bank. The successful candidate will be reporting to Manager Business Development. S/he will be responsible for anticipating and responding to changes in the bank's operating environment and then propose and implement sound ideas and decisions in response to these changes. To monitor and develop and in depth understanding of policies, laws and regulations governing development financing in Tanzania and apply them in the bank's operations.

**Key Responsibilities**

- To identify potential clients for the bank's solicitation efforts.

and potential customers.

- Meeting with potential customers to present TIB Development Bank financial solution offerings and negotiate business deals;
- Collaborate with management and other TIB Development Bank employees to determine the most viable, cost effective approaches to pursue business opportunities.
- Conduct market research to identify new business opportunities including products and development financing programs.
- To anticipate and respond to changes in the bank's operating environment and then propose and implement sound ideas and decisions in response to these changes.
- To contribute ideas regarding products, processes and procedures relating to the bank's development financing services.
- Develop and make presentations about the bank and its products to potential clients
- Attend various events, exhibitions and conference for the purpose of representing and presenting the bank and its products and services to potential customers.
- To participate or contribute in developing, and implementing business growth strategies.
- To analyze application for financing and prepare memorandums, proposals, or business cases for presentation to management for decision making.
- Collaborate with other departments and sections to create proposals for pricing, selling and promoting the bank's products and services.
- Develop and maintain relationships with clients and represent the Bank to potential clients through clients' visitations and business meetings.
- Screen new applications submitted by clients seeking financing from the bank.
- To ensure the necessary and relevant bank records, e.g., loan files, are kept and updated as required.

#### **Educational Qualifications:**

- A holder of Degree in either Business Administration, Economics, Accounting, Commerce or Agribusiness.
- Master's degree in business, Commerce, Finance, Accounting, Economics or in any relevant technical area is added advantage.

#### **Working experience, skills, and knowledge:**

- At least 7-years proven and demonstrable working experience in the financial services sector.
- Having sound in Credit & Financial Risk analysis
- Knowledge of risk management
- Proven experience in business/ credit appraisals
- Knowledge of financial services and project management
- Knowledge of the financial services sector regulatory framework
- Experience in identifying and managing partner relationships.
- ~~Work experience in long- and short-term development projects (added advantage)~~
- Ability to work against tight deadlines.
- Manage and engage teams for delivery of results.

## **REMUNERATION**

- TIB Development Bank Limited is an equal opportunity employer. The bank offers an attractive remuneration package, career development opportunities and an excellent working environment.

## **MODE OF APPLICATION**

Applications should be accompanied with: –

- An application letter.
- Detailed Comprehensive Curriculum Vitae (CV)
- Certified Copies of relevant certificates and awards.
- Indicating your contact address such as telephone number(s) and email address(s) if available.
- Names and full addresses of (3) referees.

CLOSING DATE OF APPLICATIONS WILL BE ON MONDAY OF 19th JULY 2024

**Managing Director,**

**TIB Development Bank,**

**Mlimani City Office Park,**

**Sam Nujoma Road, Ubungo P.O.BOX 9373,**

**DAR ES SALAAM.**