



Head Office: PSSF Millennium Towers II, Bagamoyo Road
P.O Box. 9300, Dar es Salaam, Tanzania
Telephone: +255 22 2162940 Fax: +255 22 2114815
website: www.tcbbank.co.tz
Email: ceo@tcbbank.co.tz

JOB VACANCY- 1 POSITION

ABOUT US:

Tanzania Commercial Bank is a Bank that provides competitive financial services to our customers and creates value for our stakeholders through innovative products with a vision "to be the leading bank in Tanzania in the provision of affordable, accessible and convenient financial services". As part of organizational development and management of its human capital in an effective way, Tanzania Commercial Bank commits itself towards attaining, retaining and developing the highly capable and qualified workforce for Tanzania Commercial Bank betterment and the Nation at large.

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| Position: | Principal Relationship Officer II – Trade Finance |
| Department: | Corporate Banking |
| Section: | Trade Finance and Transactional Banking |
| Reports to: | Manager Trade Finance and Transactional Banking |
| Location: | Head Office |

POSITION OBJECTIVE

To develop, grow and manage the corporate banking customer base by recruiting new customers, and ensure optimal sells to the existing customers so as to ensure bank's maximum profitability. Manage existing customer's relationships through regular contacts and visits by ensuring customers banking needs are addressed effectively in a timely manner.

KEY RESPONSIBILITIES

- ❖ Responsible for the primary objective of enhancing and promoting Trade Finance business volumes and revenues of portfolio assigned.
- ❖ To achieve the targeted goals (Trade Finance Funded & Non-Funded) as per budgeted growth for Volume, Revenues.
- ❖ Coordinate with Business Lines/Relationship Managers on the development of Trade Finance business and generating new business from portfolio.

- ❖ Utilize Trade Finance products and structured solutions as tool for enhancing overall yield from every client relationship under management.
- ❖ Support relationship teams to procure/recruit, nurture and sustain new Trade Transaction that have a potential to grow and provide superior returns.
- ❖ Negotiate the best price with the view to maximize potential income from Trade Finance deals. Ensure that a view of the big picture to determine prices for clients against the cost of the solution/product.
- ❖ Independently receive, solve and recommend practical solutions on Technical trade finance queries for TCB customers.
- ❖ Manage communication within the targeted portfolio on TCB Correspondent bank network, tariffs and operational process and procedure.
- ❖ Manage TCB Trade finance correspondent banking relationships at a transnational level, route and refer business to preferred correspondents, monitor and generate reports on trade volumes between approved correspondents.
- ❖ Ensure quarterly, semi-annually and annual reviews for trade finance clients are conducted on time.

PROFESSIONAL AND INTERPERSONAL DETAILS

Education: Holder of Master's Degree in one of the following fields; Business Administration, Finance, Accountancy, Banking, Economics, Entrepreneurship or equivalent qualifications from a recognized institution with at least six (6) years working experience in related field.

The position will attract competitive salary packages and benefits.

Applicants are invited to submit their resume via the following link:-

<https://www.tcbbank.co.tz/careers> applications via other methods will not be considered. Applicants need to fill their personal information, academic certificates, work experiences, and application letter. Other credentials will be submitted during the interview for authentic check and administrative measures.

Tanzania Commercial Bank has a strong commitment to environmental, health and safety management. Late applications will not be considered. Short listed candidates may be subjected to any of the following: a security clearance; a competency assessment and physical capability assessment.

Deadline of the Application is 20th August 2024.