



1. Senior Manager, Sales & Acquisition

Job Overview

Business Segment: Personal & Private Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80433279A-0001

Date Posted: 8/23/2024

Job Description

The incumbent will be responsible to seek and manage business development opportunities for Personal and Private Banking, to deliver scale and embed the Employee Value Banking proposition for Consumer Clients segment within our designated regions. To enable the Sales teams to achieve sales targets, growth of client base, and ensure alignment with the overall PPB objectives.

Qualifications

Minimum Qualifications

Type of Qualification: First Degree

Field of Study: Finance and Accounting, Business Administration, Commerce, Engineering, etc

Experience Required

Wealth and Investment

Personal and Private Banking

5-7 years

The role requires a minimum of 5-7 years' experience in financial services. Understanding of offshore financial environment and experience in offshore product sales is desirable. It is

essential in this experience to have people management experience. The requires 1-2 years of experience in a line management role in financial services.

Additional Information

Behavioral Competencies:

- Adopting Practical Approaches
- Articulating Information
- Conveying Self-Confidence
- Developing Strategies
- Documenting Facts
- Empowering Individuals
- Impressing People
- Interacting with People
- Managing Tasks
- Producing Output
- Showing Composure
- Thinking Positively

Technical Competencies:

- Banking Process & Procedures
- Client Knowledge
- Client Servicing
- Customer Reception and Channelling
- Customer Understanding (Business Banking)
- Product Knowledge (Business Banking)

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1. Vice President, Chinese Segment

Job Overview

Business Segment: Corporate & Investment Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80429699A-0001

Date Posted: 8/10/2024

Job Description

To manage and grow a portfolio of less complex clients and internal relationships across the end to end client engagement value chain. ensuring the clients' needs are fulfilled, while managing risk, delivering exceptional client experience and contributing towards achieving the defined revenue targets. Act as a trusted advisor, influencing timelines, expectations, and proactively negotiating across departments and coordinating the origination and execution of client centric solutions.

Qualifications

Minimum Qualifications

Type of Qualification: Bachelor's Degree

Field of Study: Business Commerce

Experience Required

Relationship Management

Client Coverage

5-7 years A track record conducting, collating and reviewing detailed financial and / or valuation analysis for use in client engagements.

5-7 years Demonstrate an advanced understanding of the Client Coverage capabilities and a growing understanding of the overall CIB and the competitive environment.

5-7 years Demonstrated proficient experience working in cross functional teams to drive client centric solutions, grow portfolio revenue and deliver comprehensive client experience.

5-7 years' Experience in risk management and fulfilling the role of "first line of defence".

5-7 years' Experience leading client engagement at senior management and executive level.

Additional Information

Behavioral Competencies:

- Articulating Information
- Conveying Self-Confidence
- Convincing People
- Developing Strategies
- Establishing Rapport
- Exploring Possibilities
- Interacting with People
- Making Decisions
- Producing Output
- Providing Insights
- Team Working
- Understanding People

Technical Competencies:

- Business Development
- Client Business Case
- Client Knowledge
- Client Retention
- Client Servicing
- Data Analysis
- Financial Analysis
- Risk Management

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2. Manager, Transaction Banking, Chinese Segment

Job Overview

Business Segment: Corporate & Investment Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80429686A-0001

Date Posted: 8/10/2024

Job Description

To analyse and understand an assigned portfolio of existing clients in Chinese segment, working as part of a deal team to apply multiple flow solutions within a single solution set (i.e. Cash, Trade or Investor Services (IS) AND a single solution in another solution set for multiple clients in a single location to ensure client and solution satisfaction

Qualifications

Minimum Qualifications

Type of Qualification: Bachelor's degree

Field of Study: Business Commerce

Experience Required

Sales

Transaction Banking

3-4 years

Adapts the client experience to meet the needs of client by putting the client at the centre and not the TxB solution

3-4 years

Articulates the TxB value proposition (in one solution) to client clearly and consistently. Closes the deal

3-4 years

Demonstrates an understanding of technology and data impacts on the local market and client

3-4 years

Demonstrates awareness of the business responsibility and impact of Environmental, Social and Governance (ESG) on client business

3-4 years

Demonstrates knowledge of the macro landscape for the local market i.e. inflation, legislative impacts and triggers for a single solution

3-4 years

Makes recommendations to improve ways of working to ensure better client outcomes and controls

Additional Information

Behavioral Competencies:

- Articulating Information
- Checking Details
- Developing Expertise
- Documenting Facts
- Establishing Rapport
- Examining Information
- Interpreting Data
- Inviting Feedback
- Managing Tasks
- Taking Action
- Team Working
- Upholding Standards

Technical Competencies:

- Client Business Case
- Client Retention
- Cross and Up-Selling
- Industry Knowledge
- International Market Knowledge
- Local Market Knowledge
- Product Development
- Risk Management
- Value Identification

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