



We are Hiring

RELATIONSHIP OFFICERS (2)
Mwanza & Dar-es-Salaam

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FOR COMPREHENSIVE INFORMATION
REGARDING THE VACANCY



letshego.letshego.com

Job Title: Relationship Officers (2)- Mwanza & Dar-es-Salaam
Reports To: Branch Manager



Purpose of the Job:

To be responsible for providing Bank product sales and service to the target groups as defined in the branch's business strategy.

Key Accountabilities:

- Contribute to bank's business growth through implementation of the branch sales strategy.
- Process quality loans by ensuring adherence to company policies and procedures
- Prepare weekly and monthly sales reports.
- Build relationships with the relevant stakeholder to grow Letshego Faidika Bank's business.
- Sells the bank's products through digital channels
- Offer excellent customer service to retain the customer base.
- Identifies opportunities for process improvement by gauging customer reactions to processes and policies.
- Grow Deposit portfolio
- Loan Portfolio quality management
- Sell Insurance products as per branch's target.

Thinking Requirements and Working Complexity:

- Multi-cultural awareness and the ability to interact with a wide range of differing levels across the Group, government, society and business in general.
- Timely Resolution of queries/complaints
- Product Sales /Net Pay-outs
- Customer satisfaction with products & services
- Retain and Grow customer Base

Knowledge and Experience Required of Job Holder:

- Bachelor's degree in Banking and finance, Accounting, Marketing, Business Administration/ Economics or similar field
- At least 2 years' experience in a high ranking Sales and Product in a financial institution preferably within bank.
- Strong understanding of customer insights and analytics
- Understanding product and customer lifecycle and management

FOR SUBMISSION OF YOUR APPLICATION

Interested and qualified applicants are requested to submit their application and Cv explaining why they are the best fit for the position by or before **13th September 2024** through the email **TZ.Human.Resources@letshego.co.tz**

Disclaimers: This advert is not an in-depth list of all duties and responsibilities associated with the position.

Only short-listed candidates will be contacted.
