

**GENERAL:**

Job Title: Treasury Sales Dealer
Department: Treasury
Job Grade: C2
Reports to: Treasury Sales Manager

BASIC PURPOSE:

Work with the banks' branches and business units in promoting, growing and cross-selling treasury products to provide treasury solutions to clients. To meet client's desired forex, hedging and investment requirements and increase bank's share of wallet with the objective of achieving business revenue generation goals as assigned by management.

MAIN DUTIES AND RESPONSIBILITIES:

- To develop a robust and loyal core SME customer base by building relationships with key decision-makers to grow business in line with set budgets and to understand customer needs.
- Actively follow up with internal counterparts in lending (credit) and Transaction Banking (SME) units on FX-related client requirements.
- To actively support in marketing the defined treasury product offering e.g. in Spot, Forward and Swaps to clients and enhance the business turnover and profitability.
- To strengthen the SME customer penetration in the increasingly important foreign exchange/ Treasury Products area.
- To maintain a high standard of customer service in order to increase Bank's market shares vis-à-vis existing customers and enlarging the customer base.
- To keep abreast of the latest market developments, Competitors tactical mapping and market intelligence.
- Conclude the FX deals (sale or purchase currencies) with clients on recorded phone and email.
- Providing weekly reporting on client growth, volume and profitability in one's own portfolio.
- Participate in the Banks' funding process by engaging customers looking to place deposits and thereby contribute to the growth of liability clientele.
- Grow the SME business franchise
- Keep track of products and marketing initiative of competitor banks in the market
- Rollout and enhance offerings of E-Channels for Treasury Products. Migrate existing customer base to the EazzyFX platform.
- Become a primary point of contact for treasury in servicing SME clients with Treasury solutions.

Customer Service:

- Ensure that the customer-related queries are handled with complete customer satisfaction.
- To maintain a professional service & high profile so as to enhance the reputation of the bank.

Compliance & Risk Management:

- To ensure control requirements of the business are adhered to in line with the Bank, Group and Regulatory policies.
- Ensure full awareness of all policies and procedures issued in relation to money laundering prevention and KYC.
- Ensure full awareness of all policies relating to operational risk, market risk, reputational risk and sales processes.
- Read, understand and comply with all provisions of the ACI Code of Conduct.

Other responsibilities:

- Training and mentoring of other dealers and bank staff on foreign exchange, money market and Fixed Income products to enhance knowledge.
- Deputizing the manager SME Sales



- Other additional responsibilities may be allocated to you from time to time by your supervisor and/or the Bank as the business demands.

Qualifications and Experience:

- Bachelor of Business, Commerce, Finance, Economics or any other related field.
- ACI Dealing Certificate.
- Master's degree (additional advantage)
- Working experience of 4 years or above

Skills

- Understanding of the policies, procedures, and ethical requirements of a Treasury environment
- Knowledge of interest rate risk management including structural and behavioral analysis
- Knowledge of liquidity and funding risk management
- Knowledge of capital risk management
- Knowledge of financial markets and economic fundamentals
- Knowledge of treasury, retail, corporate and capital market products
- Excel competency
- Communication skills

If you believe you can clearly demonstrate your abilities to meet the criteria given above, please submit your job application cover letter along with a detailed resume, copies of the relevant certificates and testimonials in a single PDF file format, quoting the respective Job title or Ref no. in the subject field to TZRecruitment@equitybank.co.tz by **Wednesday 19th August 2026**.

Only short-listed candidates will be contacted.

Equity Bank is an equal opportunity employer. We value the diversity of individuals, ideas, perspectives, insights and values, and what they bring to the workplace.

By submitting your application, you consent to Equity Bank Tanzania Limited collecting and processing your personal data strictly for recruitment, selection, and, where applicable, employment purposes. Equity Bank Tanzania Limited will process your personal data in accordance with the Data Protection and Privacy Act, Cap 97, and its Data Privacy Policy. Your personal information will be treated with the highest level of confidentiality and will not be shared with unauthorized third parties, except where disclosure is required by law or regulatory obligation”.