

GENERAL:
<p>Job Title: Senior Officer, International Money Transfer (IMT) & Diaspora</p> <p>Department/ Division: Payments</p> <p>Number of Vacancies: 2</p>
BASIC PURPOSE:
<p>The job holder is responsible for the IMT business, supporting the Diaspora Desk, IMT Agents Onboarding, and maintaining partner relationships between Equity Bank and IMT Partners (WU, MG, RIA, etc.), whilst working closely with the IMT Manager.</p>
MAIN DUTIES AND RESPONSIBILITIES:
<ul style="list-style-type: none"> • Onboard and facilitate IMT Sub agents with the bank. • Serve as the main point of contact between the bank and Equity IMT sub-agents. • Maintain a revenue tracker for transactions, volumes, and income. • Cross-border Agent and Partnership acquiring product training within the branch, agent network, and IMT partners. • Support on Diaspora customer queries, account opening, and CRM. • Plan and manage strategies to drive revenue growth in cross-border acquiring and diaspora banking. • Generate leads and call on prospects to drive strategic new business signings. • Coordinate marketing activities with the Marketing team and ensure ROI. • Anticipate market developments, trends, and identify business growth opportunities. • Ensure 100% compliance with the Bank's policies and procedures. • Oversee to ensure the bank's corporate image is promoted. • Stay updated with market intelligence by identifying emerging market trends. • Ensure branches and supervisors are well supported for effective and efficient service delivery. • Perform any other duty assigned by the bank's senior management.
KNOWLEDGE, SKILLS, QUALIFICATIONS AND EXPERIENCE:
<p>Knowledge</p> <ul style="list-style-type: none"> • A good understanding of the IMT business and operations. • Knowledge of various IMT platforms (WU, MG, RIA, etc.). • Understanding of diaspora banking products and services. • Knowledge of compliance requirements related to international money transfers. • Strong understanding of market trends in IMT and diaspora banking. • Proficiency in CRM systems and revenue tracking tools. • Computer proficiency, especially use of MS Excel. <p>Skills</p> <ul style="list-style-type: none"> • Excellent communication and interpersonal skills. • Strong negotiation and partnership management skills. • Problem-solving and analytical skills. • Proactive and results-oriented. • Ability to work collaboratively with internal and external stakeholders. • Effective time management and organizational skills.



- Ability to identify and capitalize on business growth opportunities.

Qualifications

- Business related degree from a recognized University.

Work Experience

- At least 2 years of relevant working experience in the Banking sector.

To Apply:

Please submit your application quoting the Job title on the subject field to: TZRecruitment@equitybank.co.tz

Application Deadline: 13th June, 2025.