

GENERAL:
<p>Job Title: Senior Manager – Treasury Corporate Sales</p> <p>Department/ Division: Treasury</p> <p>Number of Vacancies: 1</p>
BASIC PURPOSE:
<p>The job holder will be mainly responsible in leading and managing the Treasury Sales business on the corporate side, serving as a key member of the Treasury team. The job holder will act as a preferred point of contact both internally and externally, ensuring the effective provision of corporate treasury sales activities.</p> <p>This job holder will be required to explore opportunities, develop business, and grow the client franchise in alignment with the Bank's growth strategies.</p>
MAIN DUTIES AND RESPONSIBILITIES:
<ul style="list-style-type: none"> • Manage the portfolio of customers to address the Treasury trading activities (including internal customers) • Conduct product and technology sales including EazzyFX, Investment and Derivatives products. • Trade with clients directly as required. • Develop close contacts with both the corporate Bank relationship managers and customers. • Promote the expansion and penetration of Treasury business into customer segments. i.e. Retail, business banking and corporate banking and expanding the customer base. • Meet the various delegated volume and profitability targets. • Ensure the Bank's policies and procedures and relevant credit limits are always adhered to. • Identify personal knowledge gaps and ensure that a self-training and development plan exists. • Deliver a robust platform for client digital interactions that provide clients with excellent service and integrate with trading maximizing the profitability that treasury derives from the shift from voice/chat to structured digital channels, including optimizing use of the resulting data generated by client behavior. • Provide excellent client service and experience across all phases of the electronic trading lifecycle, including onboarding and support. • Assist the Senior Manage Treasury Sales and Head of Treasury in developing an annual markets strategic business plan and ensure that regular monthly feedback on performance in available. • Ensure client-facing digital channels and functionality meet client needs for electronic price discovery, trade execution and data analytics, while allowing treasury to operate within appropriate control structure and risk parameters, in alignment with international regulation and standards of conduct (require collaboration with Trading) • Perform any other responsibilities as may be assigned by Immediate Supervisor.
KNOWLEDGE, SKILLS, QUALIFICATIONS AND EXPERIENCE:
<p>Knowledge & Skills</p> <ul style="list-style-type: none"> • Business awareness and acumen. • Quick thinker who is not afraid to act decisively. • Strong ability to manage relationships. • Ability to use own initiative and take decisions with authority and confidence. • Effective trading ability and good trackrecord. • Exposure and experience in Global market sales. • Sound understanding of balance sheet and income statement analysis. • Good understanding of financial risk management strategies and tools.



- Good knowledge of financial market products, in particular trade and structured trade finance, forfeiting and merchant banking products.
- Manage risks and control effectively by applying applicable risk frameworks and embedding a positive risk culture.
- Relationship management with all the employees and key decision makers
- Effective listening skills.
- Good communication skills.

Qualifications

- Bachelor of Business, Commerce or any other related field.
- ACI Dealing Certificate.
- Masters Degree (additional advantage)

Work Experience

- At least 5 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.