

GENERAL
<p>Job Title: Relationship Managers – Corporate Banking Department/ Division: Corporate Banking</p> <p>Number of Vacancies: 2</p>
BASIC PURPOSE
<p>As relationship Manager corporate, you will play a pivotal role in initiating and managing strong client relationship for corporate customers contributing to business development, and ensuring effective business growth for both deposit, loan & advances and quality portfolio management. Primary objective is to contribute to deposit mobilization, revenue generation, loan book growth, risk management and overall client satisfaction.</p>
MAIN DUTIES & RESPONSIBILITIES
<ul style="list-style-type: none"> ▪ To assist in implementing the corporate strategy, responsible for client / business origination and coverage, as well as achieving sales / business targets, in terms of the number of clients acquired and maintained as well as the revenue generated ▪ To assess customers’ wallets and cross-sell opportunities and develop plans to increase shares of wallet and ensure profitable business from each customer ecosystem. ▪ Explore opportunities in the market and devise strategies for benefits realization, generate track and close sales leads and pipelines to ensure maturity. ▪ To manage corporate banking relationships with existing and potential clients with a view to grow further business, compliance with loan convenants, terms and conditions while protecting the Bank’s asset quality and position ▪ To prepare credit proposals ensuring quality, accuracy, data integrity and adherence to the Bank’s policies and guidelines and to submit and recommend business proposals through the process chain for necessary approvals as and when required. ▪ To keep abreast with all regulatory guidelines (including, but not limited to Bank of Tanzania’s Prudential Regulations) as well as internal requirements of the Bank (including credit policies) and ensure strict compliance ▪ Act as bank’s key contact person to corporate customers. ▪ Nurture and support to other staff to ensure they have necessary skills and support for effective corporate strategy execution.
KNOWLEDGE, SKILLS, QUALIFICATIONS & EXPERIENCE
<p>Knowledge</p> <ul style="list-style-type: none"> ▪ The role requires customer focused person, committed and keen business acumen ▪ Capable of adjusting plans, strategies, viewpoints, or objectives based on new information, and prepared to seize opportunities ▪ Comprehensive knowledge in both Corporate financial solutions ▪ Adequate experience in Corporate lending cycles and management. ▪ Commendable experience in Credit underwriting. <p>Skills</p> <ul style="list-style-type: none"> ▪ Advanced / Expert level on sales, interpersonal and networking skills. ▪ Ability to communicate and interact effectively with various external stakeholders. ▪ A detailed understanding of banking industry regulation requirements. ▪ Persuasion and negotiation skills. <p>Qualifications</p> <ul style="list-style-type: none"> ▪ Bachelor degree in any bussines related field. Masters degrees and proffesional certification will be added advantage.

Experience

- At least 3 years experience in corporate or 5 years experience in upper SME banking

To Apply:

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

Application Deadline: Monday 3rd March, 2025.