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JOB VACANCY- POSITION

ABOUT US:

Tanzania Commercial Bank is a Bank that provides competitive financial services to our customers and creates value for our stakeholders through innovative products with a vision "to be the leading bank in Tanzania in the provision of affordable, accessible and convenient financial services". As part of organizational development and management of its human capital in an effective way, Tanzania Commercial Bank commits itself towards attaining, retaining and developing the highly capable and qualified workforce for Tanzania Commercial Bank betterment and the Nation at large.

Position:	Principal Relationship Officer I – Corporate Banking
Department:	Corporate Banking
Section:	Assets and Loans
Reports to:	Manager Corporate Banking
Location:	Head Office

POSITION OBJECTIVE

Responsible for business growth for the bank and acquiring new profitable clients and selling corporate Banking Products while promoting sales of other Tanzania Commercial Bank products and services

KEY RESPONSIBILITIES

- To develop, grow and manage the corporate banking customer base by recruiting new customers, and ensure optimal sells to the existing customers so as to ensure bank's maximum profitability.

- Enhance customer's loyalty by way of cross selling and utilization of more than two Tanzania Commercial Bank products so as to ensure retention of clients.
- Proactively manage client portfolio in compliance with regulatory environment, keeping up with bank's guidelines, policies and procedures to mitigate financial loss of fraud within the bank.
- Identify and acquire new customers through marketing of a full range of bank's products and services.
- Recommend negotiated price of products and services for the portfolio
- Seek "cross selling" opportunities for other products and services through proactive and aggressive business development and marketing.
- Work in close partnership with the entire Corporate Team, Treasury Team, Branch Managers and Operations team to ensure that the service needs for new and existing customers are appropriately addressed in accordance with the bank's strategy.
- Develop and lead the execution of Trade and Transaction Banking sales as part of the overall Corporate Banking Department strategy.
- Direct ongoing product development and management strategy through developing product strategy, implementing products successfully and developing product end-state proposition.
- Procure/recruit, nurture and sustain new Trade and Transaction Banking relationships that have a potential to grow and provide superior returns.
- Control and manage the risk of the Trade and Transaction Banking portfolio to ensure maintenance of a high quality credit and services profile through adherence to risk management policies and procedures.
- To perform any other related duties as may be assigned by supervisor.

PROFESSIONAL AND INTERPERSONAL DETAILS

Education: Holder of Master's Degree in one of the following fields; Business Administration, Finance, Accountancy, Banking, Economics Entrepreneurship or equivalent qualifications from a recognized institution with at least ten (10) years working experience in Banking Industry or Financial Institution.

The position will attract competitive salary packages and benefits.

Applicants are invited to submit their resume via the following link:-

<https://www.tcbbank.co.tz/careers> applications via other methods will not be considered. Applicants need to fill their personal information, academic certificates, work experiences, and application letter. Other credentials will be submitted during the interview for authentic check and administrative measures.

Tanzania Commercial Bank has a strong commitment to environmental, health and safety management. Late applications will not be considered. Short listed candidates may be subjected to any of the following: a security clearance; a competency assessment and physical capability assessment.

Deadline of the Application is 14th August 2024.