

Exciting Career Opportunity!

**We are currently seeking to recruit Relationship Officers for our below branches:
Dar es Salaam, Mwanza, Tanga, Zanzibar and Dodoma.**

Duties & Responsibilities:

- Pursuit of new and clean deals by negotiating with customers.
- Prioritize the workload to ensure timely feedback to customers.
- Analyze the creditworthiness and recommend an optimal amount of global credit support for each customer.
- Evaluate actual and potential returns on each customer from the assigned portfolio.
- Maintain a continuous growth path of the assigned portfolio in accordance with the Bank's strategic plan.
- Using of existing customers as referral for new customers.
- Increase bank's customer base by recruiting new customers for Asset backed facilities and other products.
- Conduct customer visits.
- Provide relevant and timely information about clients on portfolio.
- Participate in departmental meetings to defend facility proposals.
- Ensure the achievements of revenue according to set target.
- Achieve the contracted business growth targets in assigned segments.
- Improve and maintain follow-ups and control.
- Ensure that the negative variances are properly defined, and corrective actions are taken.
- Minimizing risk and ensure KYC and AML procedures are followed.
- Maintain a minimum NPF ratio as set standards.
- Liaise with Financing Management Department in making sure customers' requirements are appropriately accomplished.

Key Competency Requirements:

- Knowledge on risks and profitability involved in the transactions.
- Knowledge on Sharia Compliance products.
- Understanding of Tanzanian economy and financial situation.
- Good communication and interpersonal skills.
- Good selling and networking skills.
- Excellent team player.
- Customer Service skills
- Good understanding of banking products and transactions

Qualifications and Experience required:

- Bachelor's degree in Marketing, Finance, Accounting, Business Administration or any other related field
- 2 years of work experience in the same field

Deadline for submission of application is Thursday, 22nd December 2022

All applications should be done through jobs@amanabank.co.tz

Only shortlisted candidates will be contacted.

NB: Specify the region of your interest in the email subject.

Customer Service 0657 980 000

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Amana Bank

Together, on the right path