



1. JOB TITLE: Manager, Transaction Banking

Job Overview

Business Segment: Corporate & Investment Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80429686A-0001

Job Description

To analyse and understand an assigned portfolio of existing clients, working as part of a deal team to apply multiple flow solutions within a single solution set (i.e. Cash, Trade or Investor Services (IS) AND a single solution in another solution set for multiple clients in a single location to ensure client and solution satisfaction

Qualifications

Minimum Qualifications

Type of Qualification: Advanced Diploma

Field of Study: Business Commerce

Experience Required

Sales

Transaction Banking

3-4 years

Adapts the client experience to meet the needs of client by putting the client at the centre and not the TxB solution

3-4 years

Articulates the TxB value proposition (in one solution) to client clearly and consistently. Closes the deal

3-4 years

Demonstrates an understanding of technology and data impacts on the local market and client

3-4 years

Demonstrates awareness of the business responsibility and impact of Environmental, Social and Governance (ESG) on client business

3-4 years

Demonstrates knowledge of the macro landscape for the local market i.e. inflation, legislative impacts and triggers for a single solution

3-4 years

Makes recommendations to improve ways of working to ensure better client outcomes and controls

Additional Information

Behavioral Competencies:

- Articulating Information
- Checking Details
- Developing Expertise
- Documenting Facts
- Establishing Rapport
- Examining Information
- Interpreting Data
- Inviting Feedback
- Managing Tasks
- Taking Action
- Team Working
- Upholding Standards

Technical Competencies:

- Client Business Case
- Client Retention
- Cross and Up-Selling
- Industry Knowledge
- International Market Knowledge
- Local Market Knowledge
- Product Development
- Risk Management
- Value Identificatio

APPLY HERE

1. JOB TITLE: Senior People & Culture Business Partner

Job Overview

Business Segment: Group Functions

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80381011A-0001

Job Description

To work independently and provide end-to-end People and Culture (P&C) value chain business partner support for relevant portfolio/s, applying specialist knowledge and judgement to resolve complex challenges. To provide business partnering advisory support to business stakeholders within the allocated portfolio/s of responsibility, giving P&C guidance in support of the overall people experience and business objectives in an ever-changing environment.

Qualifications

Minimum Qualifications

Type of Qualification: First Degree

Field of Study: Human Resources, Commerce, Political Science, Industrial Psychology etc

Experience Required

People & Culture Business Partnering

People & Culture

5-7 years

Knowledge & understanding of the role P&C mgmt plays in enabling business commercial & social relevance, acquired through relevant experience. Demonstrated track record successfully implementing integrated, effective & lasting P&C products/solutions in support of business specific objectives & driving better performance in the businesses. Knowledge & application of best in class P&C impact measures. Experience within a multinational company working with snr mgmt teams in a complex environment.

Additional Information

Behavioral Competencies:

- Adopting Practical Approaches
- Articulating Information
- Embracing Change
- Establishing Rapport

- Exploring Possibilities
- Interpreting Data
- Inviting Feedback
- Managing Tasks
- Providing Insights
- Taking Action
- Team Working
- Upholding Standards

Technical Competencies:

- Decision Making
- Digital Advocacy
- Inclusive Facilitation
- Integrative Leadership
- Organisational Navigation
- Storytelling

APPLY HERE

2. JOB TITLE: Manager, People & Culture Operations

Job Overview

Business Segment: Group Functions

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80253000A-0001

Job Description

To lead and drive the People and Culture Operations Function and service offerings in order to ensure operational excellence and deliver effectively on all service level agreements. Identify and mitigate risks in the execution of P&C Operations processes to ensure adherence to applicable legislation and governance. Provide thought leadership to P&C Operations in order to create a better employee experience, motivate employees and enhance employee engagement.

Qualifications

Minimum Qualifications

Type of Qualification: First Degree

Field of Study: Human Resources, Social Sciences, Accounting, Finance, Commerce

Experience Required

Digitisation, Insights and Operations

People & Culture

8-10 years

The role requires an incumbent with a very good understanding of the entire P&C Value Chain. Transactional management as well as Operations Payroll experience with specific focus on reconciliations and accounting. Experience within a Payroll or Shared Services environment.

Additional Information

Behavioral Competencies:

- Adopting Practical Approaches
- Checking Details
- Directing People
- Documenting Facts
- Empowering Individuals
- Establishing Rapport
- Interpreting Data
- Making Decisions
- Showing Composure
- Taking Action
- Team Working
- Upholding Standards

Technical Competencies:

- Benefits and Compensation Administration
- Business Acumen (P&C)
- Compensation and Benefits
- Data Compliance
- Data Management (Administration)
- Data Quality
- Digital Advocacy
- Employee Relations, Health & Wellness
- HCM Business Systems
- Payroll Administration
- People & Culture Systems
- Records and Archive Management
- Travel Arrangements

APPLY HERE

3. JOB TITLE: Senior Relationship Manager, Commercial

Job Overview

Business Segment: Business & Commercial Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80364027A-0001

Job Description

To grow and retain a portfolio of Commercial relationships aimed at optimising client value to the bank. To develop strong business relationships with commercial customers through proactive and value-adding contact, understanding their current business needs, as well as their long-term strategy. Provides a full array of customised financial solutions and effective relationship management tailored to meet the clients short- and long-term needs.

Qualifications

Minimum Qualifications

Type of Qualification: First Degree

Field of Study: Business Commerce

Experience Required

Relationship Banking (Client Coverage)

Business & Commercial Banking

5-7 years

Experience in client facing role including sales, credit and relationship management.

Additional Information

Behavioral Competencies:

- Articulating Information
- Convincing People
- Developing Expertise
- Directing People
- Establishing Rapport

- Examining Information
- Exploring Possibilities
- Interacting with People
- Making Decisions
- Providing Insights
- Seizing Opportunities
- Showing Composure

Technical Competencies:

- Banking Process & Procedures
- Business Process Improvement
- Client Knowledge
- Client Retention
- Risk Awareness
- Risk Identification
- Risk Management

APPLY HERE

4. JOB TITLE: Senior Manager, Origination

Job Overview

Business Segment: Business & Commercial Banking

Location: TZ, undefined, Dar es Salaam, undefined

Job Type: Full-time

Job Ref ID: 80419460A-0001

Job Description

To lead the acquisition of new to bank customers in order to aggressively grow the business in line with financial and non-financial outcomes for Business and Commercial Banking Clients. To coordinate and manage acquisition and relationship opportunities for key trans-regional customers (new to bank and existing). To drive the consistent implementation of the Ecosystems strategy and toolbox across the country in order to aggressively grow the client base.

Qualifications

Minimum Qualifications**Type of Qualification:** First Degree**Field of Study:** Business Commerce**Experience Required****Business Development**

Business & Commercial Clients

5-7 years

Experience in heading up a segment (Business or Commercial or other). Knowledge and experience of customers, their needs and their markets. Experience in identifying key drivers of income and cost lines. Experience in deal making / preparation of credit proposals and client acquisition. Experience in credit, compliance, and operational requirements. Exposure to digital, open banking and platform integrations.

Additional Information**Behavioral Competencies:**

- Challenging Ideas
- Convincing People
- Developing Expertise
- Developing Strategies
- Directing People
- Embracing Change
- Establishing Rapport
- Making Decisions
- Providing Insights
- Team Working
- Upholding Standards
- Valuing Individuals

Technical Competencies:

- Client Knowledge
- Continuous Improvement
- Economic Capital Management
- Mergers & Acquisitions Operations
- Risk Reporting
- Risk Response Strategy
- Risk/ Reward Thinking

[APPLY HERE](#)