



**JOB TITLE: RELATIONSHIP MANAGER - CORPORATE BANKING
LIQUIDITY & MIS**

Department: DEPARTMENT OF CORPORATE BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

- **The individual will need to focus on multiple priorities including On and Off-Balance Sheet Growth, interest expense, development of new products, developing and delivering strategy across the Corporate Banking as well as leading ongoing tactical initiatives.**

Principle Responsibilities

- **Financial analysis supporting adjustments to pricing, rates and margins that impact expense and revenue associated with products or proposed change.**
- **Work very close with Treasury Team on monitoring and track the market interest rates trends, and advice Relationship Manager on implementation of the appropriate rates to minimize interest expenses on Corporate Deposit Portfolio.**
- **Ensuring the transactional banking team works closely with the coverage & origination team to ensure relationship plans are met and all cross-selling and sales targets are met.**

- **Assisting Head of Transaction Banking and Trade to manage Interest Expenses, Non Funded Income and Trade Income by enhancing profitability from each Corporate Banking Customers.**
- **Work with the Senior Manager of Transaction Banking to achieve the Budget revenue targets, liabilities mobilization and Transactional banking product sales.**
- **Produce various reports for monthly business review such as active and dormant accounts, Balance sheet movements, identify which factors contribute to movements, interest expense, non-funded revenue trends, Trade Services Incomes,**
- **Utilize excel to complete financial analysis to review and propose adjustments to pricing, rates and margins that impact expense and revenue associated with products.**
- **Potential enhancements to product line to stimulate Transaction Banking sales to enhance transactional Banking product capabilities;**
- **Stay abreast of the short-term market, deposit trends and proposed transfer pricing changes in order to analyze the resulting financial impact on the business**

Qualifications Required

- **At least 1st degree in field of Business/Financial Management.**
- **At least 5 years of experience 2 of which must be at a similar level.**
- **·Prior knowledge on Products developments and Financial Analysis.**
- **·Prior experience in Commercial Banking, and/or Financial Performance and Analysis within financial industry Project management skills.**
- **A firm grasp of specific trends impacting the banking industry with an overlay of knowledge of broader macro-economic trends (including rate specific trends).**

- Routinely makes impactful decisions and demonstrates high levels of discretion and independent judgment with respect to matters of significance.
- Familiarity with relevant regulatory materials, in particular with regard to liquidity and balance sheet management and current deposit and non-deposit investment product offerings.
- Selling skills.
- Negotiation skills.
- Behavior skills.

Deadline: 2024-11-08

Employment Terms: PERMANENT

CRDB Commitment

CRDB Bank is dedicated to upholding Sustainability and ESG practices and encourage applicants who share this commitment. The Bank also promotes an inclusive workplace, hence applications from women and individual with disabilities are encouraged.

It is important to note that CRDB Bank does not charge any fees for the application or recruitment process, and any requests for payment should be disregarded as they do not represent the bank's practices.

Only Shortlisted Candidates will be Contacted.

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