



JOB TITLE: Banker, Private

Job Overview

Business Segment: Personal & Private Banking

Location: TZ, Arusha Region, Arusha, Sokoine Road

Job Type: Full-time

Job Ref ID: 80283574A-0001

Job Description

We are seeking a highly skilled and customer-focused Private Banker to join our team in Arusha, Tanzania. In this role, you will be responsible for providing personalized financial services and investment advice to high-net-worth individuals and families, helping them achieve their financial goals and grow their wealth.

- Develop and maintain strong relationships with a portfolio of high-net-worth clients
- Conduct comprehensive financial analyses and risk assessments to create tailored investment strategies
- Provide expert advice on a wide range of financial products and services, including investments, loans, and estate planning
- Collaborate with internal teams to deliver customized solutions that meet clients' complex financial needs
- Monitor and analyze market trends to identify investment opportunities and potential risks
- Ensure compliance with all relevant banking regulations and internal policies

- Actively prospect and acquire new high-net-worth clients to expand the bank's customer base
- Organize and conduct client meetings, presentations, and financial planning sessions
- Stay up-to-date with the latest financial market developments and industry trends

Qualifications

- Bachelor's degree in Finance, Economics, or a related field
- Minimum of 5 years of experience in private banking or wealth management
- In-depth knowledge of financial markets, investment products, and wealth management strategies
- Strong analytical and problem-solving skills with attention to detail
- Excellent communication and interpersonal skills, with the ability to build and maintain client relationships
- Proven track record of meeting and exceeding sales targets and client satisfaction goals
- Proficiency in financial analysis software and tools
- Advanced negotiation and conflict resolution skills
- Professional certifications such as CFA or CFP preferred
- Thorough understanding of regulatory compliance in the banking sector
- Fluency in English and Swahili required
- Ability to work in a fast-paced, dynamic environment and adapt to changing market conditions
- Strong ethical standards and commitment to maintaining client confidentiality

Additional Information

Behavioural Competencies:

- Articulating Information
- Conveying Self-Confidence
- Convincing People
- Developing Expertise
- Empowering Individuals
- Establishing Rapport
- Examining Information
- Exploring Possibilities
- Impressing People
- Interacting with People
- Interpreting Data
- Making Decisions
- Producing Output

- Providing Insights
- Pursuing Goals
- Seizing Opportunities
- Taking Action
- Thinking Positively
- Understanding People
- Upholding Standards

Technical Competencies:

- Banking Process & Procedures
- Commercial Acumen
- Customer Understanding (Consumer Banking)
- Financial Acumen
- Product Knowledge (Consumer Banking)
- Risk Identification
- Risk Reporting

APPLY HERE