



1. JOB TITLE: SENIOR RELATIONSHIP MANAGER CORPORATE

Department: DEPARTMENT OF CORPORATE BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

The main responsibility of the Relationship Manager Corporate Banking is to build and maintain strong relationships with corporate clients. Serve as the main point of contact between the bank and its corporate clients, understanding their financial needs and providing tailored banking solutions.

Principle Responsibilities

- Client Relationship Management: Develop and maintain relationships with corporate clients by understanding their business objectives, financial needs, and risk tolerance. Act as a trusted advisor and provide financial advice and solutions accordingly.
- Business Development: Identify opportunities to grow the bank's corporate client base by prospecting for new business and cross-selling banking products and services.
- Collaborate with internal teams such as credit, treasury, and trade finance to structure comprehensive solutions for clients.
- Portfolio Management: Manage a portfolio of corporate clients, ensuring profitability and mitigating risks. Monitor client accounts regularly, identify potential issues, and take proactive measures to address them.

- **Credit Analysis and Risk Management:** Conduct thorough credit analysis of corporate clients to assess their creditworthiness and mitigate risks. Evaluate financial statements, cash flow projections, and industry trends to make informed lending decisions.
- **Compliance and Regulatory Requirement:** Ensure compliance with regulatory requirements and internal policies and procedures. Stay updated on changes in banking regulations and industry best practices related to corporate banking.
- **Market Research and Analysis:** Stay informed about market trends, industry developments, and competitive landscape in corporate banking. Use market insights to identify opportunities for business growth and innovation.

Qualifications Required

- Bachelor's degree in the related field i.e. Finance, Accounting, Banking, economics, business related from any recognized University or its equivalent qualifications.
- Minimum of 5 years' experience in Corporate Banking, Insurance or Investment Banking with commercial lending background.
- Analytical skills assessing financial and deal information to determine optimal financing solutions.
- Experience in deposit mobilization is key for this role.

Deadline: 2025-02-16

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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2. JOB TITLE: RELATIONSHIP MANAGER TRADE FINANCE

Department: DEPARTMENT OF CORPORATE BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

Identifying and generating “new to bank” and retain income by driving the Trade Sales agenda by understanding the broader strategy and translating this into operational objectives.

Principle Responsibilities

- Identify and negotiate business opportunities to increase the Trade Finance income in line with annual business targets
- Manage and enhance existing business relationships with clients to ensure the retention of good customers in line with business strategy.
- Participate in driving and implementing strategy on Trade Finance for business growth.
- Structuring of Trade Products to meet specific Client’s product requirement.
- Participate in all Government and Private Sectors Activities /Forums /Exhibitions to identify Trade Finance opportunities.
- Liaising with Trade Finance Operations Team for efficient transactions processing and act as bridge between clients (internal and external) and the bank in general, to ensure superior customer service provision by minimizing errors and delays.
- Collaborate with several other Units / Departments in the bank in providing Customer Solutions
- Ensure compliance to Internal and External including Universal rules and guidelines on Trade Finance Transactions.
- Conducting Trainings and Presentations on Trade Finance Products to various Stakeholders through workshops and other platforms

- Liaise with all Stakeholders i.e., Clients, Government institutions, Corresponding banks and other financial institutions to ensure that the Bank's interests are properly represented and safeguarded
- Cross- selling bank products in general e.g., Treasury products, traditional lending, deposit mobilization, alternative banking channels, etc.

Qualifications Required

- Bachelor Degree in Business Administration, Finance or related fields.
- Minimum of 3 years' experience in the Trade Finance businesses.
- Sales and negotiation skills.

Deadline: 2025-02-24

Employment Terms

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3. JOB TITLE: RELATIONSHIP MANAGER; GOVERNMENT BUSINESS

Department: DEPARTMENT OF CORPORATE BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

To drive Government business portfolio both in volume and value through building positive relationship with the Government and its stakeholders within Lake Zone, as we are generating/identifying new business opportunities/avenues for the Bank.

Principle Responsibilities

- Grow unit's profitability through effective development of new business opportunities with 70% – 90% of time dedicated to calling and potential customers to identify business needs and corresponding sales opportunities bank wide.
- Work closely with Branches to understand Government Financial needs and recommend/share with HQ departments to develop solutions
- Prepare and deliver formal presentations to customers and potential customers.
- Support the development of long-term Government business retention plans.
- Prepare key business periodical report to both internal and external stakeholders.
- Provide professional financial advisory services to Government accounting officers and other stakeholders within the assigned zone.
- Resolve customer complaints quickly and effectively. Perform quarterly analysis of Government deposit trend and share analysis with recommendations to your supervisor.
- Forward upselling and cross selling opportunities to responsible unit within the Bank.
- Perform market analysis to gain solid knowledge of competitors.
- Attend/Participate Government events for proper branding of CRDB as a strategic partner to Government.

Qualifications Required

- Bachelor Degree in Banking, Finance or Business Administration or any other related field.

- Minimum of 3 years' experience in managing Government business.
- Sales & negotiation skills.
- Data analytics skills

Deadline: 2025-02-16

Employment Terms: PERMANENT

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4. JOB TITLE: RELATIONSHIP MANAGER CORPORATE BANKING

Department: DEPARTMENT OF CORPORATE BANKING

Location: Tanzania Head Office

Number of openings: 1

Job Purpose

To drive private financial institutions, insurance, large corporate and private companies and multinational organizations portfolio both in volume and value through building positive relationship with the institutions multinational companies, private companies, financial institutions and its stakeholders by generating and identifying new business opportunities/avenues for the bank. The role is to ensure growth of deposits and income in line with the bank's business strategy.

Principle Responsibilities

- To onboard new corporate customers with high net worth to drive business specific on deposits, income and value chain.
- To oversee the Insurance and Financial institutions sector and see how bank can maximize business from the portfolio.
- Deposits mobilization and customer solicit: To mobilize deposits, identify and negotiate business opportunities from existing and potential Institutions and Multinational companies to increase both deposits and income portfolio.
- Negotiate best rates for investment to increase banks deposits while minimizing the interest expense.
- Visiting all customers in portfolio including prospective new customers to tape new business.
- To bring new customers to increase the portfolio and bank market share at large.
- Grow unit's profitability through effective development of new business opportunities with 50 – 75% of time dedicated to calling and potential customers to identify business needs and corresponding sales opportunities bank wide.
- Work closely with Branches to understand Institutions and Multinational Organizations sources of funds to explore more business.
- Prepare and deliver formal Bank Presentation and proposal to customers/events when required.
- Participate in developing unit business strategy both short and long-term retention plans.
- Prepare key business periodical reports, including Visits Reports, and Deposits Pipelines etc
- Monitor and review own portfolio and recommend appropriate interventions to the SMIDP to ensure a proper mix of deposits in line with approved performance indicators and targets.
- Enhance customer Relationship Management through organizing and participating in customer business forums.
- Value Chain maximization: this includes providing leads to other business units including Contractors, Suppliers, vendors, staff loans, Insurance and Trade finance products.
- Act as focal point of contact for communication between the Bank and Customers.
- Provide professional financial advisory services to accounting officers and other stakeholders within the sector.

- Own customer queries and make sure are resolved within agreed time.
- Conduct Profitability analysis for the customers for own portfolio
- Conduct various integrations with customers to smooth their collections and reconciliations in order to increase deposits and business share.
- Perform quarterly analysis of Sector deposit trend and share analysis with recommendations with the supervisor or other supervisor within the Bank.
- Perform market analysis to gain solid knowledge of competitors in the market.
- Any other duties as will be assigned by Supervisor from time to time.

Qualifications Required

- Bachelor Degree from any recognized University and/with relevant business professional qualifications.
- At least 3 years' experience in Business managing relationships clients focusing in Deposit mobilization.
- Knowledge in onboarding new customers to the Bank
- In-depth knowledge of Bank products, services and all delivery channels.
- Selling and Negotiation skills
- Strong analytical and problem-solving skills.
- Relationship Management skills.

Deadline: 2025-02-16

Employment Terms: PERMANENT

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