AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

We are HIRING

JOIN OUR TEAM

RELATIONSHIP MANAGER - PERSONAL BANKING

Build long term relationships,drive portfolio growth and deliver tailor financial Solutions.

Submit your CV before 11th February 2026.

0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz

WhatsApp Channel
Akiba Commercial Bank Plc
+255 755 202 011

JOB SUMMARY

Responsible for promoting sustainable financial solutions to individuals so as to foster economic development of the Nation.

DUTIES AND RESPONSIBILITIES

- Be accountable for the end to end process (Acquisition and relationship management of Group Schemes).
- Work with branches to create a pipeline of potential companies for Sales constantly bringing in new names in the pipeline and signing up ready deals.
- Act as the contact and liaison point for the companies in their portfolio and arrange for sales and marketing activities in their portfolio of companies.
- Act as the point of escalation and resolution for issues from the sales teams in relation to their portfolio companies.
- To ensure that vetting of the acquired company has been undertaken through Credit Risk to ensure only quality names are signed up.
- Communication with the Branch Personal Banking Team and branches as a whole on the product offering and requirements for companies in their portfolio.
- Manage Product/Proposition briefs to the assigned branches and Branch Personal Banking Team.
- To achieve the Sales proposition and product range penetration in acquired companies.
- To ensure excellent business relationships and high customer satisfaction levels are in place with all allocated relationships on an ongoing basis.
- To ensure a seamless end to end customer service (from origination up to fulfilment) in the acquired companies.

THE CANDIDATE

Qualifications

- Degree in Business Administration or related
- Minimum of 3 years in related field.
- Experience in Sales and Relationship Management
- Strong selling, presentation and negotiation skills.
- Good understanding of credit risk analysis and risk management processes
- Leadership skills- Ability to formulate business strategy and articulate it across all levels of the organization.
- Service Excellence.
- Excellent communication and interpersonal skills.

APPLICATION INSTRUCTIONS

Please submit your CV through below email address not later than 11th February 2026. Shortlisted candidates will be contacted within two weeks from 11th February 2026. | Email: recruitment@acbbank.co.tz

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Reporting to the Chief Commercial Banking Officer, the Senior Manager Corporate Banking will be responsible for growing and proactive management of Corporate credit and liabilities portfolio.

THE ROLE

- Achieving business targets for assets and liabilities revenue, costs and number of customers.
- Marketing the ACB brand and strengthening local competitiveness
- Development of new business and growing the customer base
- Ensuring the business segment attains efficient, profitable and sustainable growth/quality.
- Delivering superior service to the clients and optimizing synergies
- Develop proactive market plans that optimize the Bank's wholesale business and address corporate customer needs
- Develop, execute and manage commercial strategy and tactical business plans,;
- Cross sell bank's products and services.
- Build and manage rapport with corporate clients so as to ensure optimum customer acquisition, retention and income generation from sales of all appropriate Assets, Liability and other products of the bank.
- Ensuring delivery of industry-leading customer service, premier on boarding experience and advisory service to new and existing Corporate Customers.
- Manage key customer relationships through regular contacts and visits by ensuring the effective call program is maintained on all assigned and prospect customers.
- Acting as the prime interface between the Bank and the selective high net-worth corporate customer.
- Performing any other duties as may be delegated or assigned from time to time

THE CANDIDATE

- University Degree in Economics, Business Administration, Finance, Marketing;
- Relevant work experience in Corporate Banking.
- Strong credit analysis, documentation and relationship management skills.
- Ability to assess customer needs and develop products that suits their needs.
- Experience in structured trade finance, syndication and project financing will be an added advantage.
- Posses in-depth understanding and knowledge of Corporate Banking Products.
- Proven sales experience in a client relationship role within corporate banking.
- Ability to work to deadlines with proven time management skills.
- Team player
- Strong interpersonal skills

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