

CHIEF MANAGER TRANSACTIONAL BANKING -1 POSITION**ABOUT US:**

Tanzania Commercial Bank is a Bank that provides competitive financial services to our customers and creates value for our stakeholders through innovative products with a vision “to be the leading bank in Tanzania in the provision of affordable, accessible and convenient financial services”. As part of organizational development and management of its human capital in an effective way, Tanzania Commercial Bank commits itself towards attaining, retaining and developing the highly capable and qualified workforce for Tanzania Commercial Bank betterment and the Nation at large.

Position:	Chief Manager Transactional Banking
Rank	Manager Transactional Banking
Department:	Corporate Banking
Salary Scale	COBSS 11 (at Manager level I)
Reports to:	Director of Corporate Banking
Location:	Dar es Salaam

POSITION OBJECTIVE

To lead and manage the bank's Transactional Banking division, responsible for developing and delivering best-in-class cash management, payments, collections, integrated and liquidity solutions to corporate, institutional, and SME clients. The role will drive product innovation, operational excellence, and client satisfaction while ensuring profitability, risk management, and compliance.

KEY RESPONSIBILITIES**Strategic Leadership**

- Define and execute the Transactional Banking strategy in alignment with the bank's corporate goals.
- Lead the development and rollout of new products and services to meet evolving client needs and market trends.
- Collaborate with senior executives to shape the bank's broader commercial banking offering.

Product & Business Development

- Oversee the full suite of Transactional Banking services including:
 - Cash management
 - Payments and collection solutions
 - Integrated solution to corporate and institutional clients
 - Liquidity management
 - Digital banking channels
- Ensure continuous innovation and enhancement of the product portfolio.

Client Engagement & Relationship Management

- Collaborate with relationship management segments to deliver tailored solutions to key clients.
- Participate in strategic client meetings to support business acquisition and retention.
- Ensure a high level of client satisfaction and service delivery.

P&L Management

- Own the business unit's revenue, cost, and profitability targets.
- Monitor financial performance and implement initiatives to drive growth and operational efficiency.

Risk & Compliance

- Ensure all transactional banking activities are fully compliant with internal policies, regulatory requirements, and industry best practices.
- Identify and manage operational, financial, and reputational risks.

Team Leadership

- Lead, coach, develop a high-performing team of product managers, sales specialists, and support staff.

Foster a culture of innovation, accountability, and excellence.

QUALIFICATIONS, SKILLS & EXPERIENCE

Holder of Master Degree in one of the following fields; Banking, Economics, Commerce or Business Administration, Accountancy or Finance, Entrepreneurship or Equivalent qualifications from recognized institutions with working experience of at least eight (8) year's working experience in Transactional Banking, ICT in Solution Design and Support in a senior leadership role.

- Deep knowledge of cash management, collections, payments infrastructure, and digital banking technologies.
Proven track record of leading teams and driving revenue growth
- Strategic and commercial mindset
- Strong understanding of financial products and regulatory environment
- Excellent leadership and stakeholder management skills
- Analytical and data-driven decision-making
- Digital and innovation-oriented
- Client-centric with strong communication skills

PERSONAL ATTRIBUTES AND BEHAVIOURAL COMPETENCIES

- Ability to demonstrate Tanzania Commercial Bank core values: - Customer Focus, trustworthy, Creativity, Teamwork and Excellence
- Ability to prioritize work and to meet deadlines.
- Ability to work quickly, accurately and consistently when under pressure.
- A methodical and well-organized approach to work.
- Mature and able to work in a confidential environment.
- Has sound judgment, common sense and good humor

The position will attract competitive salary packages and benefits. Applicants are invited to

submit their resume via the following link:- <https://www.tcbbank.co.tz/careers> applications via other methods will not be considered. Applicants need to fill their personal information, academic certificates, work experiences, and application letter. Other credentials will be submitted during the interview for authentic check and administrative measures.

Tanzania Commercial Bank has a strong commitment to environmental, health and safety management. Late applications will not be considered. Short listed candidates may be subjected to any of the following: a security clearance; a competency assessment and physical capability assessment.

DEADLINE OF THE APPLICATION IS 12TH SEPTEMBER, 2025.

#Mission100by100