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## JOB VACANCY -2 POSITIONS

### 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.

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|-------------|--|
| Position:   | Principal Officer I -Agribusiness(Senior Manager Agribusiness) |
| Department: | Retail and SME Banking   |
| Reports to: | Director of Retail and SME Banking                             |
| Location:   | Dar es Salaam  |

### POSITION OBJECTIVE

To grow and maintain the Asset portfolio for Agri-Smallholder Farmers, mobilize Agri-retail deposits related to smallholder farmers through retention and new Agri-smallholder's agribusiness acquisition and also collaborate with other departments, and branches to facilitate customer engagement platforms and events with key stakeholders.

Driving Agri-smallholder Assets, income and liability growth, sales activities, through networking and promoting agri-smallholder activities with Relationship branch

### KEY RESPONSIBILITIES

1. Identify and analyze strategic business development opportunities to drive growth in the agricultural value chain through the application of innovative agribusiness financial products.
2. External relationship Management with agri-partner's and funds by ensuring that funds are utilized as per agreement requirements to maintain partnerships sustainability.
3. Take a leading role in driving Agribusiness Assets, Income and liability growth, sales activities, through networking and promoting agribusiness activities with Relationship Managers/officers and branch teams.

4. Assessing agribusiness credit applications/proposals from branches and recommend for further analytical and approving authorities and ensure booking of quality agribusiness loans.
5. Put forward proposals for agribusiness development Manage performance of the agribusiness portfolio by ensuring portfolio at risk and non performing agri-loans are reduced and fall within the acceptable risk levels.
6. Actively build the capacity of Relationship Officers and Relationship Managers through full support and ongoing monitoring and coaching.
7. Coordinate and come up with initiatives to improve customers' engagement platforms for agribusiness such as, Agri-executive's network and other Agri-related events.
8. In collaboration with Product development team, periodically review and advise the bank on existing and new agribusiness products, pricing and ensure the bank prices have a competitive advantage in the market.
9. Update on the Agribusiness development and business potential to grow agri-assets and liabilities portfolio.
10. Prepare periodical and ad hoc reports for Agribusiness business portfolio as may be required by external and internal stakeholders.
11. Attend any other duties as may be assigned by the supervisor.

### **QUALIFICATIONS, SKILLS & EXPERIENCE**

Holder of Bachelor Masters in Banking, Economics, Commerce, Business Administration, Finance, agricultural science & farming systems or equivalent qualifications from recognized institutions. Must at least six (6) years working experience in Banking Industry or Financial Institutions, in which at least two years' experience in agribusiness.

- Sound understanding of Agribusiness Banking products and services in the agricultural value chains, such as crops, livestock, fishing and forestry.
- Excellent knowledge of agri related sectors and counterparties dynamics and related laws in Tanzania.
- Excellent knowledge of banking operations and financial markets in Tanzania.
- Sound knowledge of Agri-SME market and general business environments in the agriculture value chains.
- Self-motivated, innovative with ability to initiate and lead change.
- Good customer relationship and sound understanding of other bank's loan products, policies and procedures for cross selling purposes.
- Excellent communication skills, numerical, analytical, report writing and presentation skills.
- Ability to effectively prioritize and execute tasks in a high-pressure environment.
- Conversant with standard computer applications (MS Excel, Word, Power Point and Access)
- Sound understanding of smallholder farmer's business environments and related Banking products and services in the chains, such as crops, livestock, fishing and forestry).

## **PERSONAL ATTRIBUTES AND BEHAVIOURAL COMPETENCIES**

1. Excellent knowledge of banking operations and financial markets in Tanzania.
2. Sound knowledge of agribusiness markets and general business environments in the agricultural value chains.
3. Self-motivated, innovative with ability to initiate and lead change.
4. Good customer relationship and sound understanding of other banks loan products, policies and procedures for cross selling purposes.
5. Sound understanding of agribusiness environments and related banking products and services in the value chains of crops, livestock, fishing and forestry.
6. Excellent communication skills, numerical, analytical, reports writing and presentation skills
7. Conversant with standard computer applications (MS Excel, Word Power Point and Access)

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 28<sup>th</sup> November, 2024.**