

CHIEF MANAGER PRIVATE CORPORATE - 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-Private Corporate
Department:	Corporate Banking
Salary Scale	COBSS 11 (at Chief level)
Reports to:	Director of Corporate Banking
Location:	Dar es Salaam
Date Advertised	20/04/2026

POSITION OBJECTIVE

He/she will be responsible for driving business growth by acquiring new profitable corporate clients, deepening relationships with existing customers, and maximizing wallet share through the sale of Corporate Banking products and cross-selling of the Bank's full suite of services.

The role encompasses active business development, pipeline management, and relationship management to ensure sustainable revenue growth and high levels of customer satisfaction.

KEY RESPONSIBILITIES

Business Development & Revenue Growth

1. Identify and acquire new corporate customers through effective marketing of the Bank's products and services.
2. Develop, maintain, and actively manage a robust pipeline of prospective clients, including tracking conversion and performance metrics.
3. Grow the Corporate Banking portfolio by on boarding new clients and increasing wallet share within existing relationships.
4. Structure and tailor financial solutions to meet specific client needs and enhance value delivery.
5. Drive deposit mobilization as a core priority to enhance the Bank's funding base and liquidity position.
6. Increase uptake of non-funded facilities (e.g., guarantees, letters of credit, trade finance instruments) to diversify income streams and enhance fee-based revenue.

7. Work in close collaboration with Treasury, Retail and SME Directorates and other departments to identify and execute cross selling and upselling opportunities across customer segments.
8. Leverage synergies between Corporate, SME, and Retail Banking to deliver holistic financial solutions and maximize overall customer value.
9. Facilitate joint client engagements and referrals to enhance product penetration and deepen relationships across the Bank

Relationship Management

1. Build, develop, and maintain strong corporate client relationships to ensure long-term retention and satisfaction.
2. Ensure timely resolution of client issues and proactively manage customer expectations.
3. Monitor service delivery standards and ensure consistent, high-quality customer experience.

Portfolio Management

1. Monitor and manage the performance of the existing client portfolio to ensure growth, profitability, and quality.
2. Identify opportunities within the portfolio for upselling, restructuring, or risk mitigation.

Leadership & Team Support

1. Provide leadership and guidance to Relationship Managers and relevant teams to enhance performance and service delivery.
2. Foster strong teamwork through coaching, mentorship, and team-building initiatives.
3. Promote market intelligence gathering and sharing to support strategic decision-making.

Stakeholder & Internal Collaboration

1. Work closely with Credit, Branch Managers, Unit Heads, and Corporate Banking leadership to ensure high-quality credit proposals in line with Bank policies.
2. Provide structured feedback to management on client needs, market trends, and product performance.
3. Support internal teams in structuring and delivering appropriate financial solutions to clients.

Risk & Compliance

1. Ensure full compliance with internal policies, procedures, and regulatory requirements.
2. Minimize exposure to risks related to KYC, AML, and portfolio management.
3. Maintain high standards of governance, operational efficiency, and cost control.

Personal Effectiveness

1. Demonstrate strong interpersonal and professional competence in managing client relationships and internal stakeholders.
2. Uphold consistency in applying processes, tools, and policies to achieve optimal performance and compliance.

QUALIFICATIONS, SKILLS & EXPERIENCE

Master's Degree qualifications in fields of Business Administration, Finance, Banking, Accounting, Commerce, Economics, entrepreneurship, Business Administration majoring in Accountancy or finance related discipline from a recognized University/Institution.

A minimum of Eight (8) years working experience in Banking Industry or Financial Institutions Strong strategic thinking and analytical skills, with the ability to translate insights into actionable plans.

- Excellent communication and interpersonal skills, with the ability to inspire and motivate teams.
- Deep understanding of banking regulations, compliance requirements, and risk management principles.
- Experience in driving digital transformation initiatives and leveraging technology to drive business results.

PERSONAL ATTRIBUTES AND BEHAVIOURAL COMPETENCIES

- Ability to demonstrate Tanzania Commercial Bank core values: - Customer Focus, trustworthy, Creativity, Teamwork and Excellence
- Ability to priorities 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/recruitment/> 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 04TH MAY, 2026.